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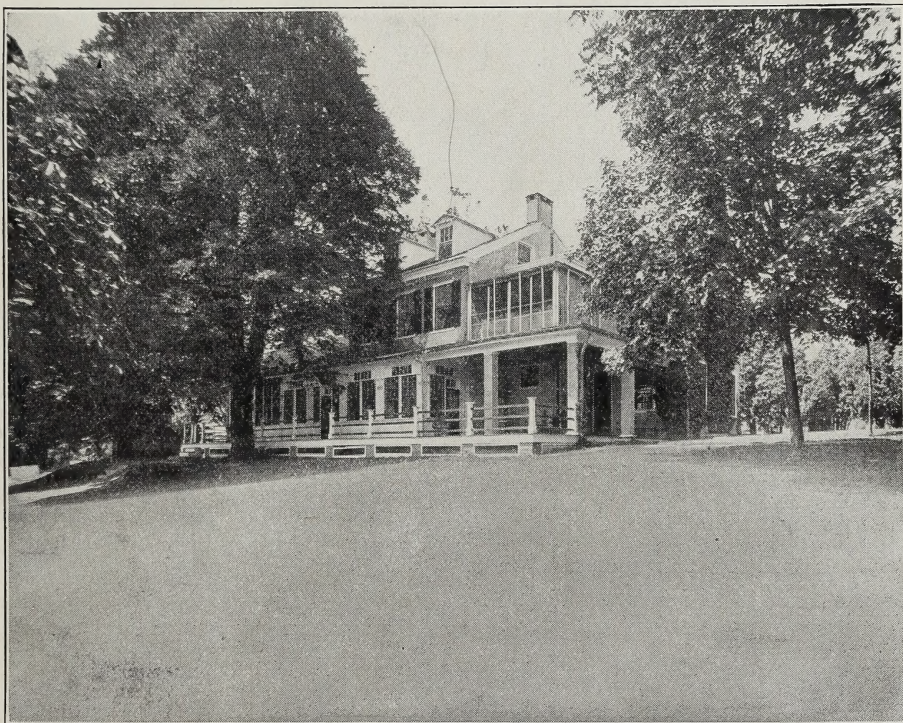
LIBRARY  
RECEIVED  
*Wm. Atlee Burpee & Co.*  
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1911

# 35<sup>th</sup> Anniversary Supplement

Including Prize Awards of 1910

With Illustrations from Photographs



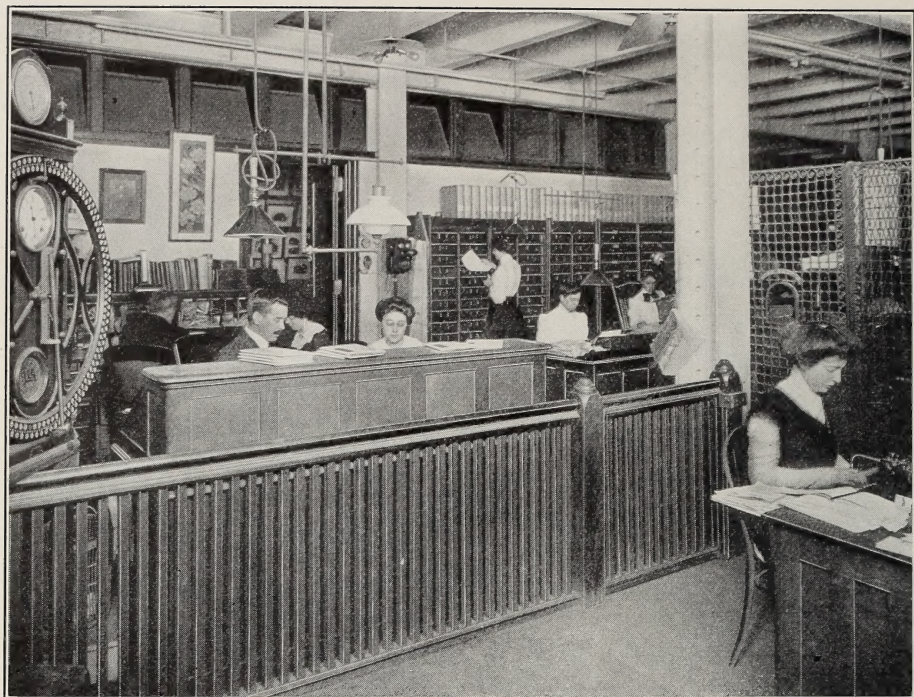
THE FARM HOUSE ON FORDHOOK No. 1,—from Photograph taken June 30, 1910

This Lawn and other Lawns at FORDHOOK FARMS were produced from the same blend FORDHOOK FINEST LAWN GRASS as were the Lawns that won The Grand Prize at St. Louis, 1904, and The Only Gold Medal for Lawns at Lewis and Clark Exposition, Portland, Oregon, 1905

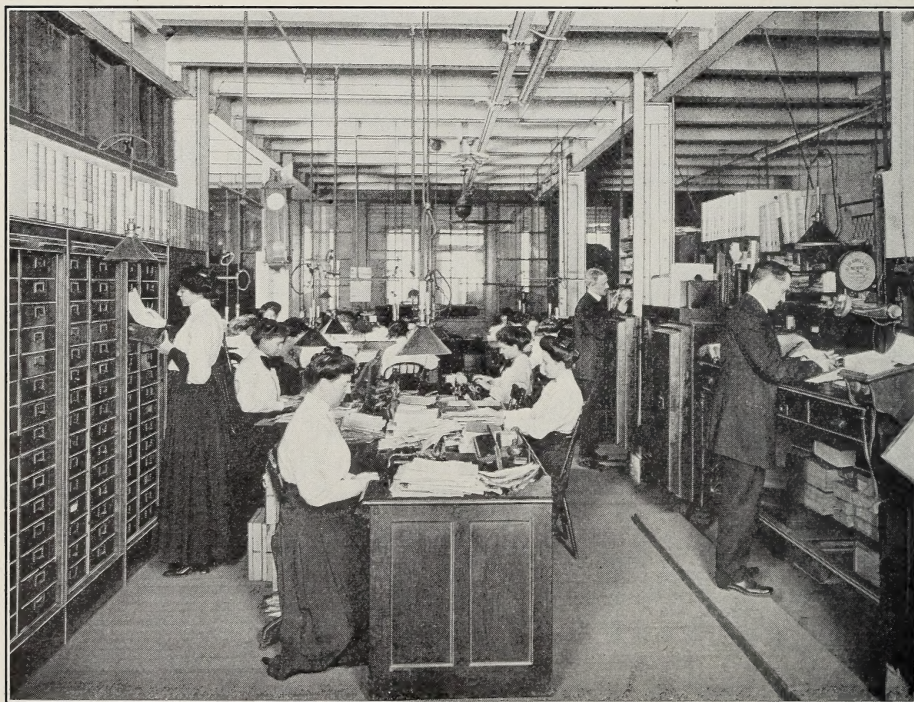
**Burpee Buildings :**  
North Fifth Street,  
York Avenue and  
Buttonwood Street,  
Philadelphia

*Wm. Atlee Burpee & Co.*

Seed Gardens and Trial Grounds at our famous FORDHOOK FARMS, Bucks County, Pa., SUNNYBROOK FARM, New Jersey, and Burpee's FLORADALE FARM in California.



ENTRANCE TO THE OFFICE AT NO. 475 NORTH FIFTH STREET. From photograph taken April 20, 1910. This entrance is now marked "For Employees Only." The present entrance to our enlarged new offices is now at Number 485 NORTH FIFTH STREET. ~~485~~—Visitors should take Fifth Street Cars, getting off at Buttonwood Street.



A general view of our Principal Office,—as it appeared in April, 1910. Our Chief Offices are now five numbers further North (near Buttonwood Street). "The Latch String is out,"—at No. 485 North Fifth Street.

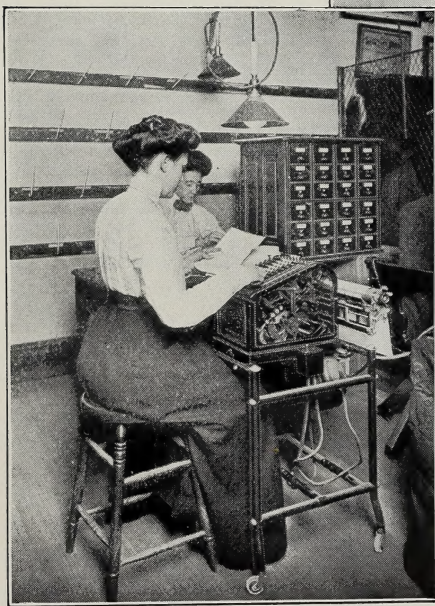


The upper illustration is a view in THE FREIGHT AND EXPRESS ORDER DEPARTMENT, which (with the wholesale) occupies the entire fourth floors of THE BURPEE BUILDINGS. Only men and boys are employed in this department. Before the orders are finally packed, they are "checked,"—independent of the actual filling of the orders.



The illustration above shows a stenographer, typing letters, which had been previously dictated into a *Graphophone*. Most of the letters are answered by dictating to stenographers who take them down in shorthand. The *Graphophone* is useful, however, for "talking into," when the stenographers are busy typing dictated letters.

The illustration to the left is of an operator on the *Arithmometer*,—recording the amounts of cash orders and then adding each column. The amount of remittance is marked in the mail room; then the orders are dated and numbered, when they are ready for sorting by states.





The upper illustration shows a packing table in THE MAIL-ORDER DEPARTMENT. After being "checked" correctly, the packages of seeds (each order in a separate basket) are made into suitable bundles or boxes;—then tied and passed on for weighing and stamping.

The illustration to left shows one side of a CHECKERS' TABLE,—at which ten "checkers" work in pairs facing each other.

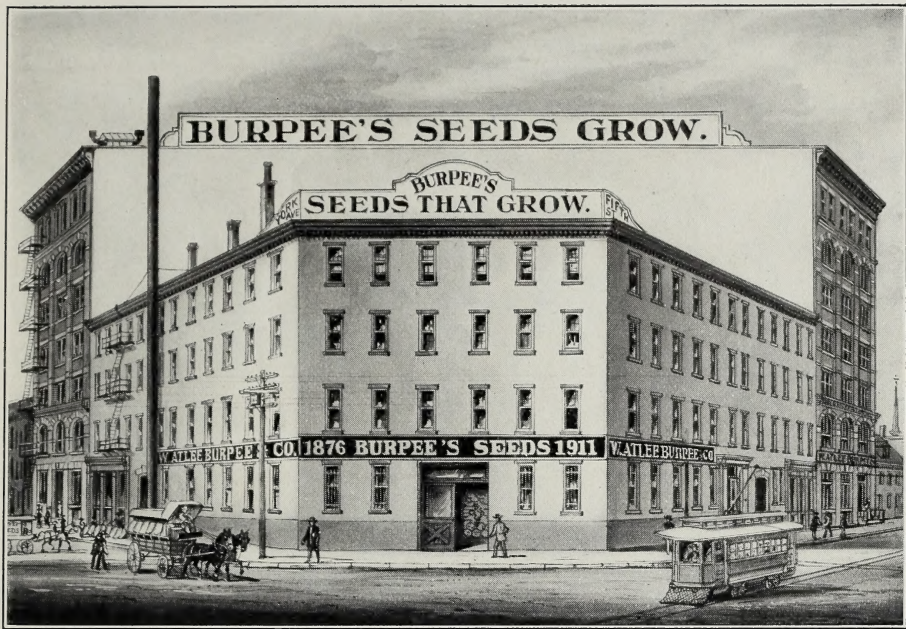
All our energies are directed to filling mail orders, and considering *promptness* and *accuracy* in executing your commands together with *QUALITY OF SEEDS*, you cannot be served better anywhere!

While you may buy seeds for less money (and you will certainly not come to us if you seek *merely the lowest prices!*), it is absolutely true that **you can not buy seeds that are uniformly of equal quality for less money, while nowhere can you get better seeds at any price!**

*Our confidence and your confidence* in the truth of this statement made boldly for so many years, *is one secret of THE WORLD'S LARGEST MAIL-ORDER SEED TRADE!*

**"We are Exclusively a Mail-Order House."**

This does *not* mean, however, that *all the orders received by mail* (or telegram) are sent by mail! Hundreds of large orders arrive daily, which are dispatched by express, freight, or steamer. Some orders include a thousand pounds or a hundred bushels of a single variety.



The Main BURPEE BUILDINGS, PHILADELPHIA. Two other buildings to the south (including a double warehouse on York Avenue) are not shown in this illustration. The entrance to offices is now at Number 485 North Fifth Street. Our New "DAYLIGHT ADDITION" alone, with its separate Luncheon and Resting Rooms for men and women employees, has forty-two windows on each floor,—exclusive of doors and transoms.

☞ The First BURPEE BUILDING (Seven Stories) was erected in 1898 upon the site occupied by us since 1882.

From the PHILADELPHIA PRESS, December 14, 1910:

## "Burpee's Seeds Grow" and the Burpee House Grew With Them

The Story of a Unique Organization Which Has Risen Through the Years into the Place of a Philadelphia Institution, Carrying its Name and the City's to Every Quarter of the Globe

When even a purely commercial organization has withstood the tests of time, has enjoyed decades of successful history and has through a patronage upbuilt by years of fair dealing carried its name to the four corners of the world, it is entitled to take rank as an institution.

Philadelphia looks with pride upon that establishment which has sent out Philadelphia made locomotives to scurry over the sandy deserts of Asia; to the Philadelphia yards which build the ships that sail the seven seas; to the great works which throw steel highways over African rivers. These may all be in their narrowest sense merely commercial enterprises. But in their greater and truer sense they are really institutions of which a city is justly entitled to be proud.

It is in this aspect—as a great Philadelphia institution—that the house of Burpee, home of the organization of W. Atlee Burpee & Company, and of the "Seeds that Grow," is to be regarded.

For thirty-four years have now passed since the foundations of this Philadelphia institution were laid, and during those three decades and a half the "seeds that grow" have been sent from the house which grew, out from Philadelphia into every nook and corner of the civilized world, into the Old World and the New, northward to the limit of vegetation, southward beyond the equator, east and west until east is west.

And because they have flourished everywhere, just as has the institution from which they were sent, Philadelphia has the distinction of having in the Burpee establishment the largest mail order seed establishment in the world. And the Burpee establishment, therefore, rises quite above the rank of a mere commercial enterprise and is truly a Philadelphia institution, a cause for civic pride.



AN AISLE IN THE MAIL-ORDER DEPARTMENT,—From photograph taken April 20, 1910.

## The Story of Success

Success, which is both instant and continuous throughout the years, is the sure evidence of merit. In the particular case under consideration, the fact that the Burpee establishment has evolved from the very humblest beginning into the world's largest mail-order seed house by making an appeal, not through the persuasiveness of trained salesmen, but only through the real substantial merit of Burpee's Quality Seeds, is eloquent and convincing.

If Burpee's seeds did not grow exactly as described, the Burpee House could not and would not have grown as it has.

An institution such as has just been completed at Fifth Street, York Avenue and Buttonwood Street, and which is now thrown open just as the firm enters upon its thirty-fifth year of business, is a monument to commercial worth and integrity.

But then the Burpee patrons have long accepted that as truth—and it needs but the lesson of a single business transaction for those not yet confirmed patrons to learn the lesson and to join the Burpee family.

Both old patrons and new will be interested in this story of how the Burpee establishment began and how it prospered, and particularly a description of the new home, which assures prompter and better service than ever before was possible in thirty-four years of history.

In that great Centennial year when the interest of all the world was attracted to Philadelphia, the Burpee seed house was established in a little narrow, hemmed-in warehouse at 223 Church Street; to-day the Burpee firm calls the seven-story steel frame structure erected on Fifth Street, below Buttonwood Street, its "old home," and the new one runs clear to Buttonwood Street and from Fifth Street to York Avenue. The Burpee Buildings now have frontages of 420 feet on these three broad streets.

## Then and Now

In the year of the beginning the Burpee catalogue was merely a 48-page pamphlet; to-day the Burpee Seed Annual, the retail salesman of this vast establishment, goes through the post offices of every civilized country in the world, a 174 page encyclopædia of farm and garden lore, of which the first edition alone is more than 400,000 each year.

In the year of the founding an acre plot could grow all the seeds which were handled; to-day the 200-acre farms near Doylestown, the eighty-eight acre farm near Swedesboro, N. J., and a ranch in California, all owned by W. Atlee Burpee & Company, are used merely to grow some of the seeds, and to test all. Thousands of acres in many portions of the world are required to grow the tons of high bred seeds which constitute the "Burpee's Seeds that Grow."

Growth has been continuous. It began in the little store on Church Street, continued, when in 1882 a part of the Fifth Street establishment, now occupied, was taken, and never grew less as the years passed, until this year it was found that even the seven-story steel frame building, originally erected on Fifth Street, was too small, and so the properties all the way up to Buttonwood Street were bought and the great Burpee establishment extended. All is now ready for the handling of the immense mail order trade which pours in like a flood when once the sun grows higher in the heavens and the time for seed sowing is at hand.

The completed Burpee seed house as it exists to-day is not only a marvel in size but in arrangement. So far as light and ventilation and sanitation are concerned, its 250 employees realize that the firm has almost attained the ideal.

## What Employees Think

Fifth Street, York Avenue and Buttonwood Street are all broad thoroughfares. They surround the buildings on three sides, giving a maximum of daylight and of fresh air. "The Daylight Shop" is the employees' own term for the premises. Moreover Buttonwood Street makes such a turn on the east side of the Burpee establishment that from its views are commanded to Third Street, and immediately in front of the north end is a delightful little park, which the city always keeps bright with color.

In constructing the buildings the factor of safety was made a very large one. All the floors are double, are supported on great heart yellow pine girders and are so strong that they might be filled clear to the ceiling with seeds without the slightest strain on them.

In the appointments the comfort of the employees has been given quite as much attention as the installation of time-saving devices which bring every portion of the vast establishment directly under the eye of the executive officials, and which enables the prompt filling of every order, whether for a single packet of flower seeds or carload lots of farm seeds.



ONE OF THE AISLES IN MAIL-ORDER DEPARTMENT,—from photograph, April, 1910. Every size package is prepared ahead,—so that orders can be filled promptly and properly. There are no drawers or bins to open!



ONE OF THE AISLES IN FREIGHT AND EXPRESS ORDER DEPARTMENT.

These orders being heavier only men are employed in this Department, which with the wholesale, occupies all the Fourth floors of THE BURPEE BUILDINGS.

One of the largest and brightest floors in the entire establishment—the third floor north, overlooking the square—has been set aside for the women employees. Here they have a sunlight, rest and recreation room, a clubroom with daily papers and magazines, facilities for writing and couches for a noonday rest. Immediately adjoining is a completely equipped kitchen and lunch counter, conducted as in a good hotel.

For the men two rooms on the Fifth Street side, ground floor, have been set aside. One room is for luncheon, the other, with cement floor, is a smoking and club room.

These little matters merely suggest the kindly interest the firm takes in its employees, and the reason why the Burpee organization always pulls together for results.

### Great Oaks and Little Acorns

It will give just a little idea of what a busy place this Burpee house is when it is known that in one part of the establishment there is a completely appointed printing room, solely for the Burpee small printing, but which this year printed more than

5,000,000 pieces.

Comes now to this establishment a great truck loaded with seeds, either from the Burpee Farms or from the railroad station, where the seeds have been shipped by the expert growers located in all parts of the United States and Canada and some abroad.

The team can drive directly into the central courtyard, or, if the weather is inclement, into the first floor, Buttonwood Street side. The great sacks are unloaded, given a stock number and then conveyed by electric elevators to the upper floors for storage.

An electric seeder cleans it. A force of young women, each armed with scoops of tested size, measure out almost as quickly as one can count, pounds, half-pounds, ounces. Elsewhere are the papering machines, with a capacity of from 20,000 to 22,000 packets daily—wonderful mechanism that weighs out the seeds with unflinching precision, opens an envelope and runs in the seeds, seals the envelope and stacks it up ready for shipment. In a corner is a little machine no larger than a typewriter, which at a single operation gives circulars one, two or three folds at the rate of 8000 circulars an hour—a little side light on the Burpee educational methods, for these circulars are free cultural directions and special treatises distributed gratis to patrons.

The Burpee “seeds that grow,” properly labelled, are then dated, so that by no chance can old seeds go out where fresh seeds should be sent. Then they are stacked away in insect-proof apartments until distribution time comes.

Wonderful time-saving bins, racks and pigeon holes enable the order clerks, each carrying a little basket, to have the whole stock at their fingers' ends.

## A Sentiment and an Ideal

employee, as the firm's motto:

"Try all things; hold fast to that which is good—make it better."

It is the complete equipment with every time and labor-saving device known, with automatic intercommunicating telephone systems, with adding machines, with graphophones for dictation, with dumb waiters everywhere, with card index systems—in short, with every modern refinement for convenience and facility, that enables the Burpee organization easily to take care of the 6000 orders which frequently come during the course of a day from customers located at more than 60,000 post-offices the world over, and of whom perhaps not more than one per cent. have ever seen W. Atlee Burpee or the inside of his establishment, but who depend on it as on their bank and have in it the same abiding confidence, won by the experience of many years.

That is the story—only part of the story—of the Burpee establishment in Philadelphia.

But even a more interesting one lies outside.

Just beyond Doylestown are the famous Fordhook Farms, named after the old family homestead, in England. Here is a stiff loam soil admirably suited to bring certain plants to perfection. But others need a mellow, friable, sandy soil, and so the "Sunnybrook Farm," in Gloucester County, was secured. Finally there has been added the "Floradale Farm," in the cool and fertile Lompoc Valley, Cal., because such Burpee specialties as Sweet Peas, which are sent all over the world, will thrive best there.

## Farms and Green- houses Join

These farms in three States are conducted not only to grow certain seeds under the personal direction of Mr. Burpee and the competent staff with which he has surrounded himself, but to test out all varieties of seeds offered by the firm, irrespective of who grew them. To that end the farms are model institutions—weed-free, fertile, under perfect tillage and the broad acres are supplemented by rods of ground under cold frames or in hot houses, so that the tests can continue winter and summer.

At Fordhook in 1910 the field trials numbered 6419, of which 2864 were classified as flowers. At Sunnybrook there were on trial 572 samples of muskmelons, watermelons, squashes and pumpkins. These tests, together with special variety tests of Nasturtiums and Sweet Peas in the fields at Fordhook, made a total of 7025. From September 1st, 1909, to September 1st, 1910, there were tested in the greenhouses at Fordhook, 15,711 vitality trials, and in addition a number of trials for checking up the work were sent to Sunnybrook.

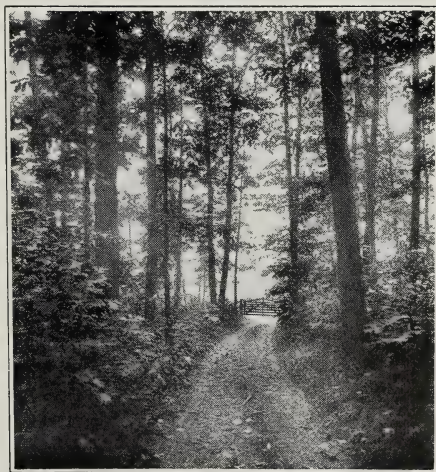
The work that Burpee & Co. is doing in the developing and testing of seeds would make a long and interesting story. No one locality can produce all the seeds required by the seedsmen, therefore those who are seeking quality are naturally constantly on the search for locations in which the different varieties do best. One of the specialties at Fordhook is the production of high-grade tomato seed.

"Burpee Seeds Grow," but not through mere chance.

The Burpee business grows, but not by mere good luck.

There are reasons. Some should now be apparent.—*From THE PHILADELPHIA PRESS, December 14, 1910.*

**A Cordial Invitation.** Planters who may visit Philadelphia are invited to inspect the BURPEE BUILDINGS, where we shall be pleased to explain the workings of the various departments. We are glad, also, during spring, summer, and autumn, to have our customers examine the crops and trials at FORDHOOK FARMS. Wednesday is "Visitors' Day," but customers from a distance can obtain permits at our Philadelphia office for any other weekday. There is no other place in America where such a complete assortment of all varieties—both known and unknown—can be seen growing each season.



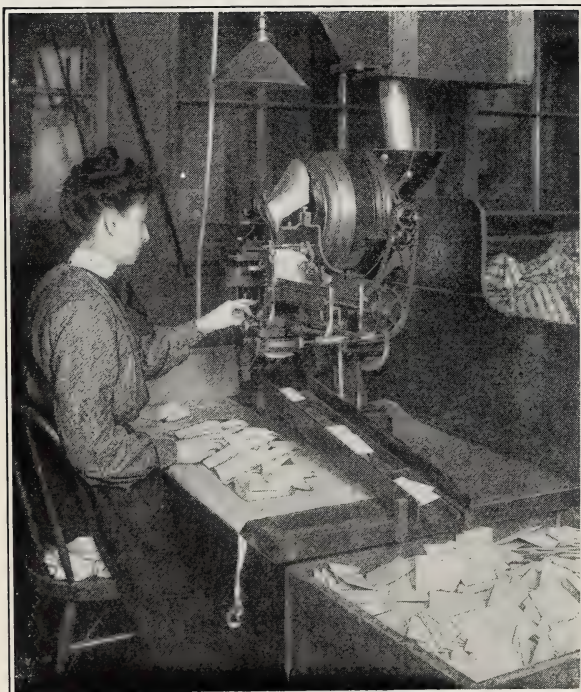
Two of the Five Entrances to BURPEE'S FORDHOOK FARMS



PACKETING AND SEALING THE POPULAR "SEEDS THAT GROW."

The illustration above, from photograph, shows a portion of one of our seed-papery rooms on the third floor. Here, by the deft hands of willing women-workers, and with the aid of seed-papery machines run by electric power, millions of retail packets, ounces, quarter-pounds, pounds, pints, and quarts are neatly prepared. Pecks and bushels (sealed with our leaden seal) are filled by men upon another floor.

We are *exclusively* "a mail-order house." This means that we never send travelers to solicit orders, and also that we do not seek a local counter trade.



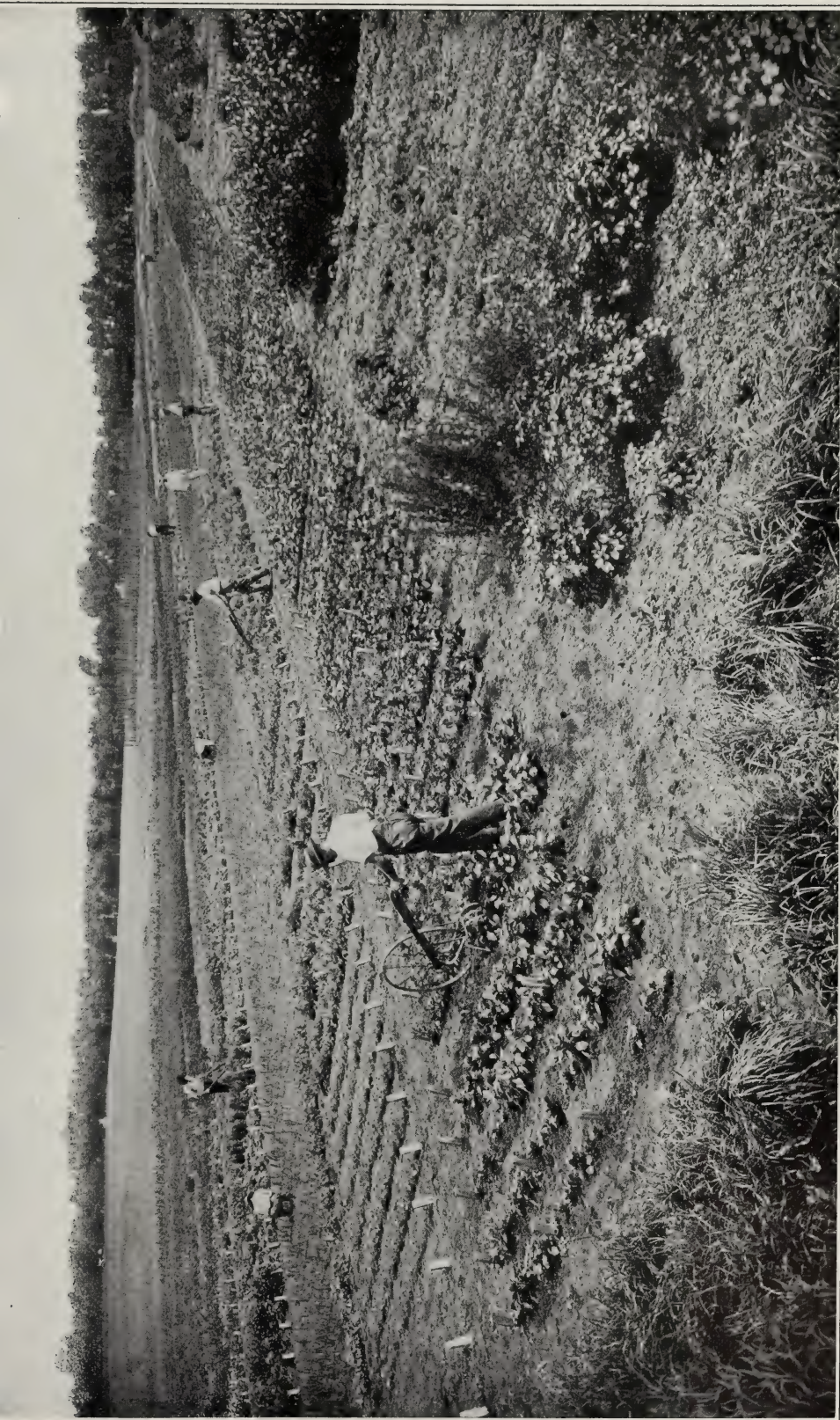
A SEED-PAPERING MACHINE,—in operation.

Strangers entering from Fifth Street for the first time frequently remark, upon seeing the extensive offices and no signs of seed-bins or drawers, that *they presume we do not fill retail orders!* And yet this is our chief business,—and the largest of its kind in the world.

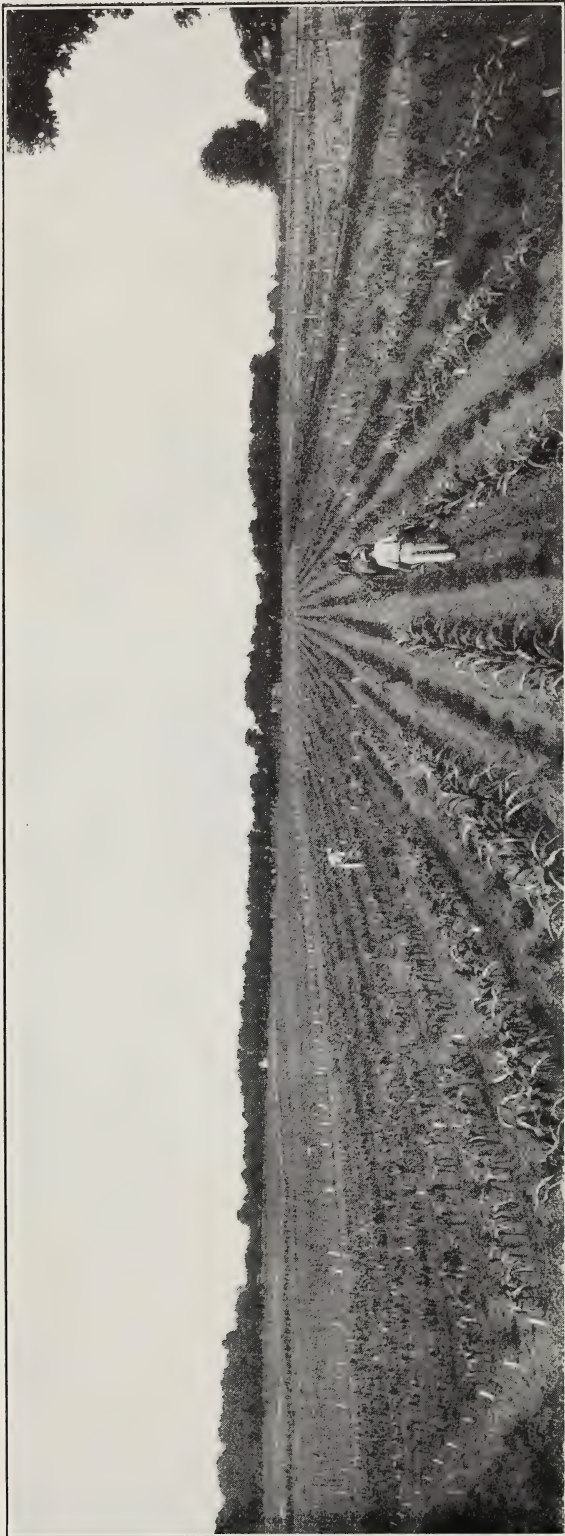
The customer is immediately reassured and conducted to the proper department, where he can see his order, with thousands of others, carefully filled,—with much greater despatch and an assurance of absolute accuracy that would be impossible in the old-fashioned "seed store."

This customer soon realizes that he can be served *just as well and just as promptly* if he will write out his order in the quiet of his own home and mail it to us, as if he should bring it in person,—although he is also made to feel thoroughly at home and to feel that he is always welcome either in Philadelphia or at Fordhook Farms.

The point we want to emphasize, however, is that all our energies are directed to **filling mail orders**, and considering *promptness and accuracy* in executing your commands together with **QUALITY OF SEEDS**, you can not possibly be served better anywhere!



*Some of the Trials at Burpee's Fordhook Farms, the Largest and Most Complete Trial Grounds in America,—from a Photograph.*



## From the Atlantic to the Pacific Burpee's FORDHOOK FARMS are famous as the largest Trial Grounds in America

The illustration herewith is from a photograph taken June 30, 1910, of the "Checker Board" portion of Trial Grounds at Fordhook.

### From the Atlantic

Professor Johnson, of *The American Agriculturist*, performed a similar office on behalf of the members of the agricultural and horticultural press present. Mr. Johnson said that the day had been one rare treat.

In speaking of the immensity of the trial grounds at FORDHOOK, Professor Johnson stated that those present would take home a lesson which would be remembered for many years. **There was not an experiment station in the United States, supported by State or national legislation, that had anything like the variety of tests that were conducted on the Fordhook Farms.** He said this in all fairness to the splendid work of the Experiment Stations.

—Extract from an Editorial account of "A FIELD DAY AT FORDHOOK," which appeared in *THE FLORISTS' EXCHANGE*, New York, July 4, 1903.

### From the Pacific

A careful seedsman's experiment grounds, like yours, it seems to me, are far more useful than any of the colleges or public experiment stations, as it is all practical work. **Your Fordhook Trial Grounds were the best of all my Eastern object-lessons, and I had many of them. I had no idea of their extent and value, not only to yourself, but to every one of your customers, and eventually to every one who cultivates the soil.**—Thus wrote LUTHER BURBANK, "*The Wizard of Horticulture*," from Santa Rosa, California, October 20, 1900, upon his return from an extended eastern trip.



INSPECTING THE IRRIGATING SYSTEM IN MAIN TRIAL GROUNDS AT FORDHOOK FARMS.  
*One of the illustrations in THE FLORISTS' EXCHANGE, New York, July 2, 1910.*

## Trial Grounds of W. Atlee Burpee & Co. Fordhook Farms, Doylestown, Pa.

BY EDWIN LONSDALE

**T**HE many tens of thousands of purchasers of seeds sold by W. Atlee Burpee & Co., of Philadelphia, willingly concede the claim made by this firm, which is, that it sells the "Best Seeds that Grow."

In the endeavor to ascertain how far this claim and the further one of selling "the Best by Test" could be substantiated, the writer of these notes made a lengthy visit of inspection to the trial grounds at Fordhook Farms, Doylestown, Bucks Co., Pa. He was met there by Mr. Howard M. Earl, the business manager for the house, who, in course of conversation, made the remark that their "constant aim was to make the best better," which is the true and correct spirit, and cannot fail to make good. Evidences are not wanting that the plain truth about the Messrs. W. Atlee Burpee & Co.'s seeds has unvarnishedly been told whenever occasion required.

Through the thoroughness of the system enforced here and the completeness of the methods applied, this great seed house has reached the highest plane, and every possible and legitimate effort is being made to maintain this position, every undertaking being carried out upon broad gauge and generous principles.

A position, generally conceded and worthily occupied, is that this firm is doing one of the largest mail order seed businesses in the world. Such a tenure could not be maintained did not the powers behind the scientific experiments conducted here exert every endeavor to uphold same through the exercise of energetic intelligence and complete thoroughness. The whole truth about their seeds is set forth in their "Silent Salesman," mailed on its errand of good will and business to hundreds of thousands throughout the United States, Canada, and Europe.

At Fordhook Farms the lawn surrounding the residence of Mr. W. Atlee Burpee is broad and expansive, as also is that framing the cosy cottage occupied by Mr. Earl, located at one of the farm entrances, while the well ventilated, airy seed house is surrounded by an equally large lawn, and the mowers are kept going at frequent intervals, thus giving the grounds a neat and trim appearance.

\* This article with large illustrations appeared in the *FLORISTS' EXCHANGE, New York, August 21, 1909*, and was written by EDWIN LONSDALE (who was then on the staff as a regular correspondent). This was before either he or we had thought of his becoming Resident-Manager of FLORADALE.



A "BRIDGE OF ROSES," at Fordhook, June 30, 1910.

One of the prominent features here is the truly rural, home-like environment, while the lack of formality in the landscape effects is also to be commended. All the buildings and the greater portion of the trial grounds stand on a bold eminence, which gives a view of miles of surrounding country of picturesque hills and valleys. Two magnificent specimens of the European Linden (*Tilia Europæa*), as well as several other fine trees, surround the Burpee residence. This gentleman and his two sons, David and Washington Atlee, Jr., believe in sleeping outdoors, when at home, and the balcony on the second story has been fitted up with that object in view.

### **Situation Ideal for the Purpose**

Fordhook and all the accessories connected with the seed farm are as nearly ideal for the purpose as is possible. The firm is to be congratulated on the selection of such a location, which at one and the same time furnishes a beautiful home site and is so well suited for the purposes for which it is intended, namely, the testing of seeds, with all that this term implies.

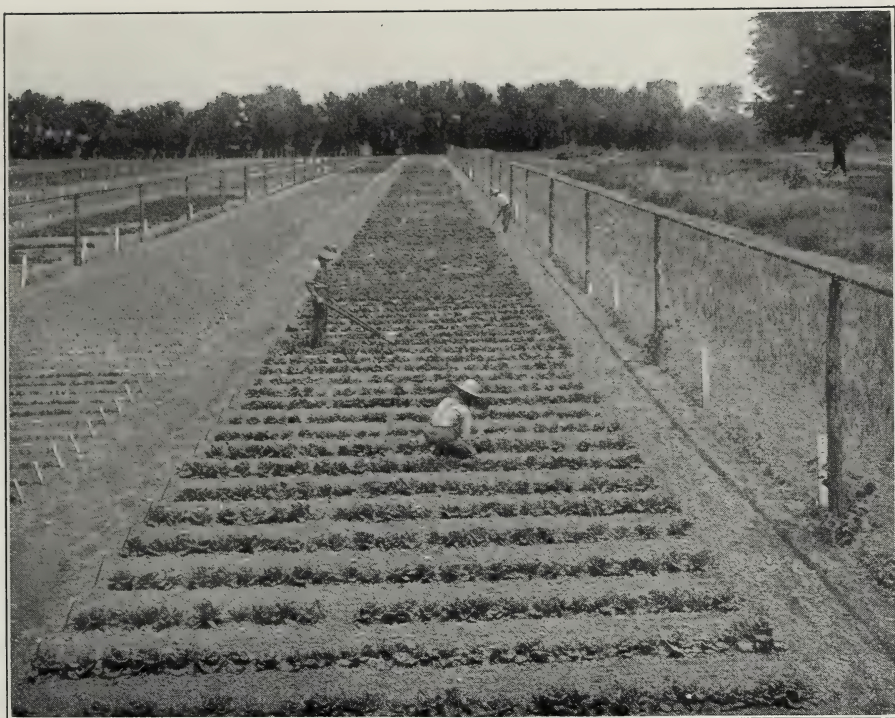
No matter in which direction your journey of inspection carries you, evidences of the technical understanding of the seed business in all its numerous details and various branches abound on every hand. Not that anything is done here that cannot be done, and is done, on most well ordered and intelligently conducted farms, where farming only is the main object in view, which means in a common sense and practical way without any undue liberties being taken with the soil.

Weeds are not tolerated; horse and hand cultivators are always on the go; this is good tillage, keeping the soil mellow and loose on top, thus conserving moisture as well as keeping the weeds in subjection. When a weed does venture to show itself, Mr. Earl approaches it in a manner unmistakable; he will have none of it, or its kind, where he is.

Mr. Earl is a product of Fordhook. Soon after leaving school, he took a course at the Philadelphia warehouses and in the office, and, after absorbing all the intricacies of that end of the seed business, he turned his attention toward the Fordhook Seed Farms and trial grounds, and now he divides his time about equally between the city offices and Fordhook, when not examining contract seed crops in distant States.

### **Details as to Trials**

The Fordhook Seed Farms contain about 200 acres, at least fifteen of which are made use of annually for trials, the details of which we will endeavor, as briefly as possible, consistent with so pleasant a duty, to refer to here. The all-absorbing desire of the Burpees is to know, to come in possession of positive knowledge concerning the behavior of every seed they handle. This is the watchword which is instilled into the minds of the workers all along the line who are identified with so praiseworthy an enterprise; it is in the atmosphere; it is, as it should be, irresistible.



LETTUCE TRIALS at Fordhook, June 30, 1910.

All seed trials are thoroughly made and the results are as accurately recorded; these conscientiously carried out trials are then made use of for future guidance. In order to realize the magnitude of the work on hand, it may be stated that about 16,000 tests for vitality are yearly conducted, and all are "soil" tests, which means that the soil, as found on this farm, is used in which to plant the seeds. This is believed by Messrs. W. Atlee Burpee & Co. to be the only true and satisfactory test, as, in this way, seed is grown under exactly the same conditions as it is expected to be grown by their customers.

These vitality tests are, as it is natural to suppose, of signal importance, especially when conducted as soil tests, for no matter how worthy the species, variety or type may be, if the seed sown fails to show satisfactory germinating qualities, it is cast away as of no value.

### Description of Novelties in Flowers

All novelties sent out by the Burpees are tried under all possible soil and climatic conditions before being disseminated, thus insuring, as nearly as it is possible, satisfactory results for all new varieties fathered by this firm. One of the most brilliant features to be seen at the time of my visit, from a show point of view, was the plantation of annual Phlox Drummondii, then in full bloom. As many people know, this is an American annual, native of Texas. These bright and showy flowers occupied what might be appropriately termed the vantage ground of the Farms, on the crest of a gently rising hill with ten acres of woodland as a background. Phlox Drummondii began to show its predisposition to vary the first year it was brought under cultivation; it has divided into more types than almost any other annual. The grandiflora type, with its large petals overlapping in all the gorgeous colors known in this vari-colored class of popular annuals, is a favorite, many of the individual flowers approximating closely in size to that of a fifty-cent piece. Several of the varieties are grown separately, and kept true to type and to color; other seed is grown to be sold as mixtures, and some of the best as to color, but not individually strong growers, are raised separately and the seed added to the mixtures so as to better balance same as to colors.

The larger flowering Cecily, the new dwarf Phlox, is very uniform in its manner of growth, and leads, in every respect, the variety nana compacta, and how beautiful to look on at close range are the starred and fringed varieties; these are truly peculiar in form and attractive to the eye; I had never seen so many bright colors in this type before.

### A Line on Sweet Peas

Sweet Peas have long been a leading specialty with the Burpees, this firm having been among the first to take this popular annual in hand, and it has been instrumental in developing many of the very best varieties in cultivation today. Sweet Peas were just passing when I went there, but I was in time to note how carefully every detail of source of seed, color, flowering and behavior was recorded.

Nearly the whole gamut of colors may now be had in the new Spencer type of Sweet Peas. This distinct and improved wavy form is believed to be a "seed sport" from that good old timer, Prima Donna. There have been some complaints because this new type may not always be relied upon to come so true to color as do the older types, and this explanation is given: The older varieties rarely or never produce estrays, because the pistils of the flowers are securely protected from other than its own pollen, whereas in the "Spencers" the stigmas are frequently found to be exposed, thus rendering it possible for insects in their flight from flower to flower to deposit other pollen of a given variety than its own, and in this way cross-fertilization is frequently effected, causing the apparent mixtures to appear, or giving vent, as it were, to what may properly be called the more sportive tendencies of the newer Spencer type. This characteristic is gradually being eliminated, and it may be reasonably expected that eventually and before long the Spencers will come as true to color type as do now the older originals.

The Sweet Pea trials made by the Burpees this year numbered 723 of the tall or grandiflora sorts, including the Spencer type, and 27 of the Cupid or dwarf varieties; the intermediate or bush types are about to be abandoned as not being entirely satisfactory.

To properly describe the Sweet Pea trials, as conducted at Fordhook, would mean the getting out of a book on the subject, for every variety of merit is to be found in these extensive grounds. We notice in passing along the rows the Burpee novelties of 1909, Mrs. Routzahn Spencer, Queen Victoria Spencer, and King Edward VII Spencer, the latter being especially noticeable on account of its excellent color, in this respect equalling, if not surpassing, the same variety introduced by an English firm. It is to be regretted that our English cousins are so eager to bring out new varieties, as this is not only causing a multiplicity of names, but is the reason for some stock coming to our side in an unfixed condition.

For 1910 the Burpees have four magnificent Spencers: Miriam Beaver, beautiful dark apricot-pink; W. T. Hutchins, a delightful shade of blush-pink on primrose ground; Marie Corelli, similar in color to the grandiflora Prince of Wales, but of Spencer form, and Senator Spencer. This latter, with Aurora Spencer, introduced last year, make two desirable additions to the Spencers. Senator Spencer is a fine large flower, with background of light heliotrope striped with claret or maroon. Aurora Spencer, introduced in 1909, in a limited way, is the handsomest striped variety I have ever seen; it is salmon-pink, striped on white ground. Othello Spencer, another introduction of 1909, is a rich dark maroon self of great beauty. It is also worthy of note that Primrose Spencer and White Spencer are holding their own with many of the later novelties.



SWEET PEAS AND VARIEGATED-LEAVED DWARF "QUEEN" NASTURTIUMS.—From photograph taken at FORDHOOK, June 30, 1910.

After trying different dates in the early fall and the early winter, in which to sow Sweet Pea seeds for flowering the following season, it has been proven to the Burpees' satisfaction that late in November, or early in December, were the best times at which to plant; and the reasons given are sound; these are that when germination has taken place there is more danger of the vital parts of the seeds being injured than when same remain dormant. When sown late, immediately before severe freezing weather sets in, the sprouting of the seeds is not so likely to take place, consequently the seeds are kept in cold storage, as it were, and in position ready and waiting to grow just as soon as the proper weather conditions are right.

Trenching deeply, or rather digging deep trenches in which to plant these popular annuals has been tried here, but has proved to be too expensive for general adoption, in fact it has not paid, for the season of flowering was not prolonged to any appreciable extent, consequently it may be abandoned.



*Trials of PERENNIALS,—from photograph, FORDHOOK, June 30, 1910.*

**Petunias, Hollyhocks, Begonias, Etc.** Petunias are a great specialty here. The Giants of California are considered great; but Burpee's Defiance is still greater, some of its flowers measuring over five inches across. Of Howard's

New Star there are two separate blocks being grown. Every effort is made to keep these Star Petunias true to color markings; the flowers show a five-pointed, light colored star, broadly edged with solferino, but they vary at different seasons of the year, and that on the same plant. This, however, is characteristic of Petunias in general, and especially does this apply to those with markings; sometimes self-colored flowers will come on plants, the first flowers of which may have possessed a desirable form of marking; therefore, it will be a difficult matter to "fix" these "Star" Petunias so that they will come absolutely true from seed. They are very beautiful and useful as they now are. The Dwarf Inimitable is one of the very best and most satisfactory for general purposes. Enchantress is another good type, producing vari-colored flowers, and Adonis is a self-colored rose color. Burpee's "Baby Blue" is a seed sport selection from the last named, with flowers of a bluish magenta color, quite distinct. The Fordhook Fancy Fringed have double flowers, deeply fringed; at least a fair percentage come double, and are of various markings, with some self colors among them.

Poppies are well to the fore here, Burpee's varieties, as Fairy Blush, Shrimp Pink, and Fordhook Fairies, all double in varying shades of pink; some, however, are pure white, edged picotee-like with a delicate coloring, deeply fringed, many flowers being over a foot across. Burbank's Silver Lining have single flowers, and are a selection from the old red Poppy, the silvering being on the reverse or underside of the petals, giving them quite a distinctive appearance. Very few flowers are more showy than are Poppies, and very few more satisfactory for the garden.

There are quite a number of distinct color shades in the California Poppy (*Eschscholtzia*) now-a-days, and they are all here; a new one named Pearl is pretty and promising.

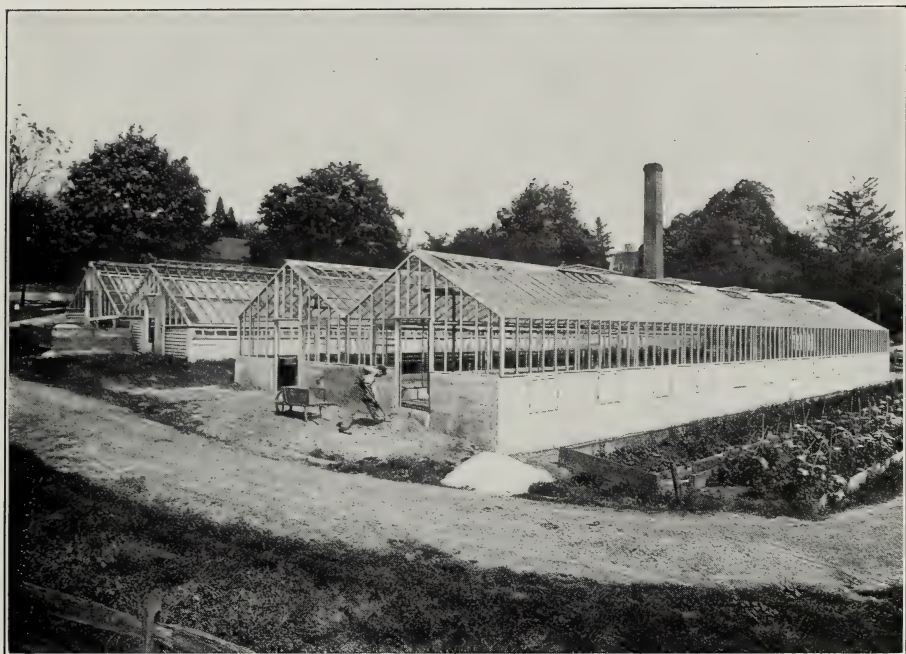


THE OFFICE AT FORDHOOK FARMS,—where *Records of Trials and Crops* are kept.

This little two-story building (nearly concealed by trees) was the original "farmhouse" at Fordhook. It was built about one hundred and thirty years ago,—long before we entered the seed business (!),—and when farmers and gardeners thought that they must save their own seeds, to be sure of purity! At that time there was not a single seedsman, in anything like the modern sense, in America and but few in Europe. The Seed Trade is of "modern evolution," and it is acknowledged that nowhere has more been done to inspire confidence in "bought seeds" than at FORDHOOK FARMS,—so famous as the largest trial grounds in America.



A field of *PHLOX DRUMMONDII*,—growing at FORDHOOK, June, 1910.



THE GREENHOUSES AT FORDHOOK,—October 1, 1910. In these greenhouses and adjoining frames samples of every lot of seeds are tested for vitality. Young plants of certain vegetables and flowers are also started for setting out in the fields. We do *not* grow plants for sale, as we are SPECIALISTS IN SEEDS.

A beautiful blue Larkspur seen here was very attractive, *Delphinium Chinensis*, "Blue Butterfly," which is an excellent selection from the original type. It is a perennial, but when sown early under glass and taken care of and planted outdoors as soon as weather conditions are favorable, it will bloom the same year.

A large stretch was planted with the best to be had in Hollyhocks, though, from a flowering point of view, they were passed their best. Tastes differ as to whether generous guard petals should form a part of a double flowering Hollyhock, or, whether these should, through rigid selection, be eliminated entirely. In Great Britain, I believe, the style of flower best suited to the tastes, is that without the guard petals. In America this style of flower appears to be too "lumpish," lacking the grace which the guard petal gives. One of the chief charms in the Allegheny type of Hollyhocks is its lack of formality.

Among the popular *Salvias* the newer Blood-Red selection from the original Scarlet Sage (*Salvia splendens*) ought to become popular, and will prove to be superior to the older variety in some situations, and the Little Lord Fauntleroy, as seen here, in comparison with the much lauded Zurich, is far superior to the last named, which the horticultural press, last season, so freely advertised.

*Antirrhinum* Yellow Queen looks like an excellent selection for florists' use, producing long spikes closely set with large flowers; the color is all that can be desired. The African Marigolds, Lemon Ball and Orange Ball, are the best in these colors to be found anywhere. Other color types are being developed as selections from the above, which will doubtless be heard from later.

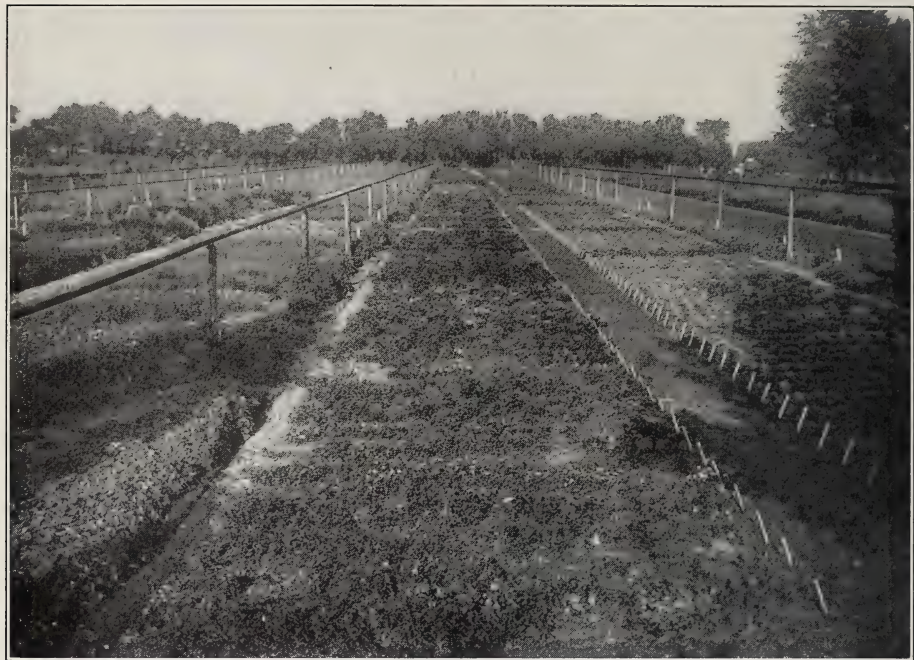
Isolation is the only safeguard when developing new types, and the Burpees see to it that this method is faithfully carried out.

The Burpee's Bush *Dolichos* ought to be better known. It produces extra long spikes of pure white flowers. The plants have a bean-like appearance and are dwarf and compact in their manner of growth; a new tall vine growing variety, named Iridescent, has pinkish lavender colored flowers with seed pods of light green suffused with a glossy pinkish tint; quite distinct.

A favorite sweet-scented flower here is what in some of the older countries is called Cherry Pie, but, botanically, *Heliotrope*. It is raised here from seed in these progressive days. The gardeners of the olden time would be astonished to see how large are the heads or trusses of flowers that are produced by these improved varieties, and they vary in color from almost pure white to dark *heliotrope* blue.

*Begonias* are another feature here, both the fibrous rooted varieties, to which the *semperflorens* belongs, as well as the larger flowered, both single and double, belonging to the tuberous-rooted section. *Vernon* is perhaps the best known of the *semperflorens* varieties, and

the Vulcan is a selection from Vernon having brighter colored crimson flowers. This variety originated at Fordhook, and is a much more effective variety for outdoor summer work than the original Vernon, and the surprise is that it is not more used. *Begonia gracilis alba* is a promising white flowering variety. The Duchess of Edinburgh ought to be better known; it is very distinct from any other semperflorens, yet flourishes equally well as any other. The flowers are large and freely produced, and the plants are very uniform in their manner of growth. The color of the flowers is white deeply edged with a beautiful shade of delicate pink. All these *Begonias* ought to be more frequently seen than they are, because so valuable as bedding plants; they may also be lifted at the end of the summer season and will continue to bloom in the window or the conservatory during the winter.



PANSY TRIALS AT FORDHOOK,—October 1, 1910.

Pansies, as may be indicated by the number of seed trials here, are another leading specialty; 176 are on trial for purity of stock and value of variety. Not that there are that number of distinct varieties, but, wherever obtainable, seed is secured and tried out, and in this way only the very best is kept in stock for their trade.

Asters are sown late in order to avoid the ravages of the beetle. All the types and varieties worth growing are here grown.

Nasturtiums are to be found in large numbers, the marbled-leaved varieties being very conspicuous. Of the dwarf or Tom Thumb varieties, there are 102 on trial, and 59 tall varieties. It is the Burpee aim to retain all the varieties and distinct types of Nasturtiums worth having and to discard all others.

An odd *Coleus* attracted my attention, in green and black, which has been named the Irish-Zulu. Another type, with large bright colored leaves, was very striking. This is called the "Sunset Strain"; this name answers well, being descriptive. These types come practically true from seed. *Coleus* seeds germinate very readily in strong heat with moisture, and the young plants grow very rapidly in hot weather.

It is a great wonder more *Portulacas* are not grown, so very showy are they, and if given a sunny situation nothing equals these in freedom of bloom. The best of the different varieties were to be seen here, both the single and double flowering.

The *Oxyura chrysanthemoides* on trial is quite attractive; it has yellow daisy-like flowers tipped with white; it is very pretty.

Dahlias sown in the open ground came up freely and very strong, showing what may be accomplished with good seed.

A Cornflower, *Centaurea imperialis*, ought to be more grown; it is assuredly excellent for cut flowers; its colors may be classified among the lilacs and lavenders. The yellow *C. suaveolens* is a beautiful shade of yellow, and very attractive. The new Lady Lenox *Cosmos* was to be seen here keeping up its reputation.



BEET AND CARROT TRIALS AT FORDHOOK,—June 30, 1910.

## The Vegetable Seed Trials

While there are innumerable other flowers to be seen on this well ordered place we must take leave of them and turn our attention to some of the vegetables seen here. In the first place a very generous allowance of all vegetables is made for home consumption. Beet and Carrot trials are conducted on the hilltop, where same may be planted early, because the nature of the soil admits of the roots penetrating easily and the frost leaves earlier here than it does below, where the soil is more or less tenacious in its character.

Corn and Tomatoes are a great combination here. These are used as "checks" to each other in their trials. In Sweet Corn there are 185 samples under trial; Field Corn, 46; Pop-corn, 8. In Tomatoes there are 243 in number on trial. In the main crops there are three acres of Burpee's Dwarf Giant grown for seed; it is, I understood, the result of a cross between Dwarf Champion and Ponderosa. It is a dwarf growing form of the latter well-known variety which is recognized as producing the largest fruits of any variety in cultivation. It is all that could be desired in a tomato, and there is much space saved in the planting. Instead of four feet apart, as is usual with the planting of tomatoes in general, this variety may be planted three feet apart. Its fruits are by far the largest produced of any of the dwarf growing varieties of tomatoes. A nameless tomato, sent out for advanced trial, it is expected will prove a companion variety to Dwarf Giant, it having sported among this new variety. The leaf of same is more nearly entire than is the Dwarf Giant from which it sported; it bears more of a potato leaf than that of the regulation Tomato.

Burpee's Extra Early Pink is the very earliest pink variety of tomato to be had anywhere. Some markets prefer the pink color. The Sunnysbrook selection of Sparks' Earliana is far superior to the original. When this very early variety was first sent out it had a serious defect in the light of present-day tomato requirements. It lacked uniformity, which, by the Burpees' rigid methods of selection, has to a large extent been eliminated. It is the same with Chalk's Jewel. The Burpees have rejected all inferior formed fruits from which seed is saved, until it is far superior as to its more rounded shapeliness, and yet without losing any of its value for earliness.

The Peach Tomato is as much like a peach as it is possible for one distinct fruit to be like another. Burbank's Preserving Tomato is the best of its kind. The fruits look like orange-colored cherries and, judging from appearances, they are very prolific.

The Bush Limas are also grown in check with Tomatoes. That is to say, a sample of a given variety of Tomato is grown for a certain number of feet, then follows in a similar space, Lima Beans or Corn as the case may be. By this system both are kept entirely separate, yet near enough together for the purposes of comparison.

The Messrs. Burpee are naturally proud of their recent introduction of the dwarf or Bush Limas, namely, The Burpee-Improved and the Fordhook Bush. With commendable pride and sanguine assurance, Mr. Earl took pods from their introductions and compared them with the best of the other varieties of Bush Limas grown for comparison, with the advantage most decidedly in favor of the New Burpee-Improved Bush Lima. Bush Limas are only sown at Fordhook for trial and not for seed-saving purposes; they must undergo the try-out process on the comparative test plan, no matter from what source they come. No one's "say-so" is taken here.

Cabbage trials are made at two different seasons of the year. They were being gone over d noted the day I was at Fordhook, the last week in July. These had been sown under glass February; those for the later trials were sown in May, I believe, outdoors, and were transplanted twice in order to have the plants in good sturdy condition for their full development. Cabbage seeds come from many sources. . . . Every form of the Brassica tribe, to which cabbage belongs, is tried at Fordhook in order to ascertain its value.

Some beautiful Curly Kales were sufficiently distinctive to be used for decorative or garnishing purposes. The glazed Kale of the South is not much bothered by caterpillars, and some one has said "nor anything else," but that is an exaggeration. . . .

The method pursued at Fordhook to kill and get rid of the cabbage worm or caterpillar, is through the use of Paris green, which has been found here the only effective remedy. The way the Paris green is applied is by thoroughly mixing one pound of the poison with two hundred pounds of land plaster, and then applying with a duster to every part of the leaf, which will very effectually get rid of this most troublesome pest.



BOYS PICKING SEED OF *Salvia splendens* in one of the fields at Fordhook, on October 1, 1910.

Many plants are grown at Fordhook for the seeds they produce; these seeds could be bought in Europe, at a much lower price than they can be grown here, but the guarantee that goes with the brand of this House is not so easily bought. . . .

### The Trial Grounds at Sunnybrook

W. Atlee Burpee and Co. also have a seed farm and trial grounds at Sunnybrook, N. J., near Swedesboro. A more desirable location could not have been selected both as to climate and soil conditions. A part of Sunnybrook is sheltered on the north and northeast by woods containing Chestnut and other trees, furnishing an ideal corner for very early crops, whether for trials or seed raising in quantity. There are hotbeds here for starting plants when deemed advisable, also greenhouses thoroughly well heated by hot water.

Burpee & Co. have for years had contracts with many careful New Jersey farmers, and while some crops are grown for supplies of seed, yet in many instances the products of Sunnybrook are for stock seed purposes.

### Dogs and Chickens Largely Bred

Walter Histand has charge of the Collie dogs, a great institution when one considers that they maintain from 30 to 40 breeders; more comfortable quarters could not well be arranged for any dogs. Everything is clean and sweet; whitewashing is done frequently, using a sprayer for the purpose, thus facilitating the work materially. So popular is the Burpee breed of collies that there are always more orders on hand than can be filled.

The poultry, another extensive side issue, are also under the care of Mr. Histand. They have yards running both north and south of the main laying and roosting pens; the latter in use for the chickens in Winter time and the former in Summer; a wise provision for the same, most assuredly.—From THE FLORISTS' EXCHANGE, New York, August 21, 1909.



THE EARLY TRIALS OF CABBAGES *at Fordhook from photograph taken June 30, 1910.*



THE LATE TRIALS OF CABBAGES (*in a different field from the above*) as they appeared at Fordhook, October 6, 1910.  
See remarks on Cabbage trials at top of page 22.



*A Field of IMPROVED LEAMING CORN, with one of the barns in the rear,—from photograph taken at Fordhook, June 30, 1910.*



*CUTTING HAY AT FORDHOOK FARMS, June 30, 1910. Building to left is the Sunnyside School House.*



INSPECTING TRIALS OF GRASSES AND FORAGE PLANTS.—*From The Florists' Exchange, July 2, 1910.*

## Fordhook,—“A Household Word Among Seed Buyers.”

The great development of the seed industry in America is nowhere better exemplified than on the large seed farm of W. Atlee Burpee & Co., at FORDHOOK,—located among the Bucks County hills in Pennsylvania,—a name now as familiar among seed growers and buyers as a household word. Too much credit cannot be given to MR. W. ATLEE BURPEE, the head of the great Philadelphia firm, for the energy he has displayed and the capital he has expended in order to make the experiments carried on at this perfect model farm of the utmost value, not only to himself but to the whole nation.—*Extract from an illustrated article published more than FIFTEEN YEARS AGO in THE FLORISTS' EXCHANGE, New York, September 29, 1894.*



“THE COTTAGE” AT FORDHOOK FARMS,—*June 30, 1910.*

# Growing and Saving Tomato Seed at Fordhook.



A FIELD OF BURPEE'S "DWARF-GIANT" TOMATO,—at Fordhook, October, 1910. Men in the distance are picking the ripe fruit while the team is loading for "the washer."



THE "TOMATO WASHER" AT FORDHOOK, October, 1910. Note simplicity of building,—facilities are sufficient to take care of twelve hundred bushels daily. Here we save the seed only, the pulp being hauled on fields and used as manure.

# Washing and Drying Tomato Seed at Fordhook.



REAR VIEW OF TOMATO WASHER, October, 1910. *The barrels contain the ground mass after pulp and skin have been removed in the separator; the large trough-like boxes are used in thoroughly washing the seed.*



THE TOMATO "DRYING RACKS" AND SEED HOUSE AT FORDHOOK, October, 1910. *All seed is dried naturally, and when removed from the "racks" is sacked and later put through the cleaning mill.*



**BURPEE'S SUNNYBROOK FARM** in South Jersey is proving a most useful adjunct to FORDHOOK FARMS. Here are concentrated now most of our *Cucurbitaceæ* trials, while some of the more important crops are grown upon our own land.

The upper illustration shows boys picking a crop of the *Neapolitan Large-Early Pepper*. The small illustration to left shows the entrance to "SUNNYBROOK," while the larger photograph below shows the gathering of a crop of *Burpee's Extra Early White Spine Cucumber*.



# The Up to Date at Sunnybrook.

Sunnybrook lies on the banks of the Delaware on the Jersey side 17 miles S. S. W. from Philadelphia. A trip by auto there and back is a pleasant day's outing allowing half the time for crop inspection. Mr. Burpee's New Jersey farm "Sunnybrook" is located a few miles from Swedesboro and your correspondent had the golden opportunity offered recently of being one of a party on the inspection trip, Mr. Burpee and another eminent seedsman,—Robert Buist,\*—both having interests in the neighborhood, having combined forces on the Buist auto. The purpose of the trip was that of inspecting the experimental grounds and finding out by personal inspection how true everything was to type—not only the Burpee stocks but that of other prominent growers. You should have seen them cutting open the musk melons, two hundred different plots, and sampling and re-sampling each, and going back over them again and again. Is it true to shape? Is it the right color? Is it big enough? Is it early enough? Has it the flavor? Is it perfect in every way? These were the questions.

Sunnybrook is six miles or less from the Delaware River opposite Wilmington, Delaware, the greatest tomato, sweet potato, and melon stretch in this part of the world, both for trucking and seed farming. Thirty carloads of tomatoes is an ordinary shipment from Swedesboro in the season; and Pedricktown, a little nearer the river, ships probably as much or more daily by barge—besides sweets and all the other staples. A most inspiring, busy, halcyon scene indeed, to the onlooker.

When we got to Sunnybrook there was the finest kind of welcome from the resident manager, Mr. Frasier, and family. Everybody felt at home instantly, and went at the experimental grounds without delay. There were some five hundred plots of cantaloupes, water melons and squashes. Two hours or more under the tutelage of George W. Kerr were spent, sampling every one that was in season as to size, marking truth to type, and taking a little sliver out of each for flavor.

Some day we may tell you about the relative merits of Jenny Lind, Rocky Ford, Emerald Gem, and the rest. But for the present, all we want to impress on you is the extraordinary pains that Burpee is taking in keeping up these experimental grounds at great expense, for the sole purpose that the American people may have the very highest quality of everything next year and in the years to come. One thing is certain—the American people owe Burpee the greatest debt of gratitude for luscious melons. He introduced most of the good ones—the Netted Gem (or Rocky Ford, as it is now more commonly known); the Emerald Gem, the Kleckley Sweets and hosts of the other leaders all along the line.

The season has been a little too wet in Jersey for good seed setting in peppers and similar plants, but the crops of Black Beauty egg plant and other similar items excited the admiration of everybody. The Chinese Giant pepper occupied a large area and seemed to be doing well. This has now become a standard variety and is much esteemed. There is a good early one called the Neapolitan Early which originated among the Italian immigrants down around the Vineland settlements. The Ruby King looms up still as a prime favorite, of course, and there is a new one called Sweet Upright that Mr. Earl thinks the thickest walled of all and a winner. Make a note of Dwarf Giant tomato; this to all intents and purposes is a dwarf compact sport from the celebrated Ponderosa. Looks to be a valuable acquisition.

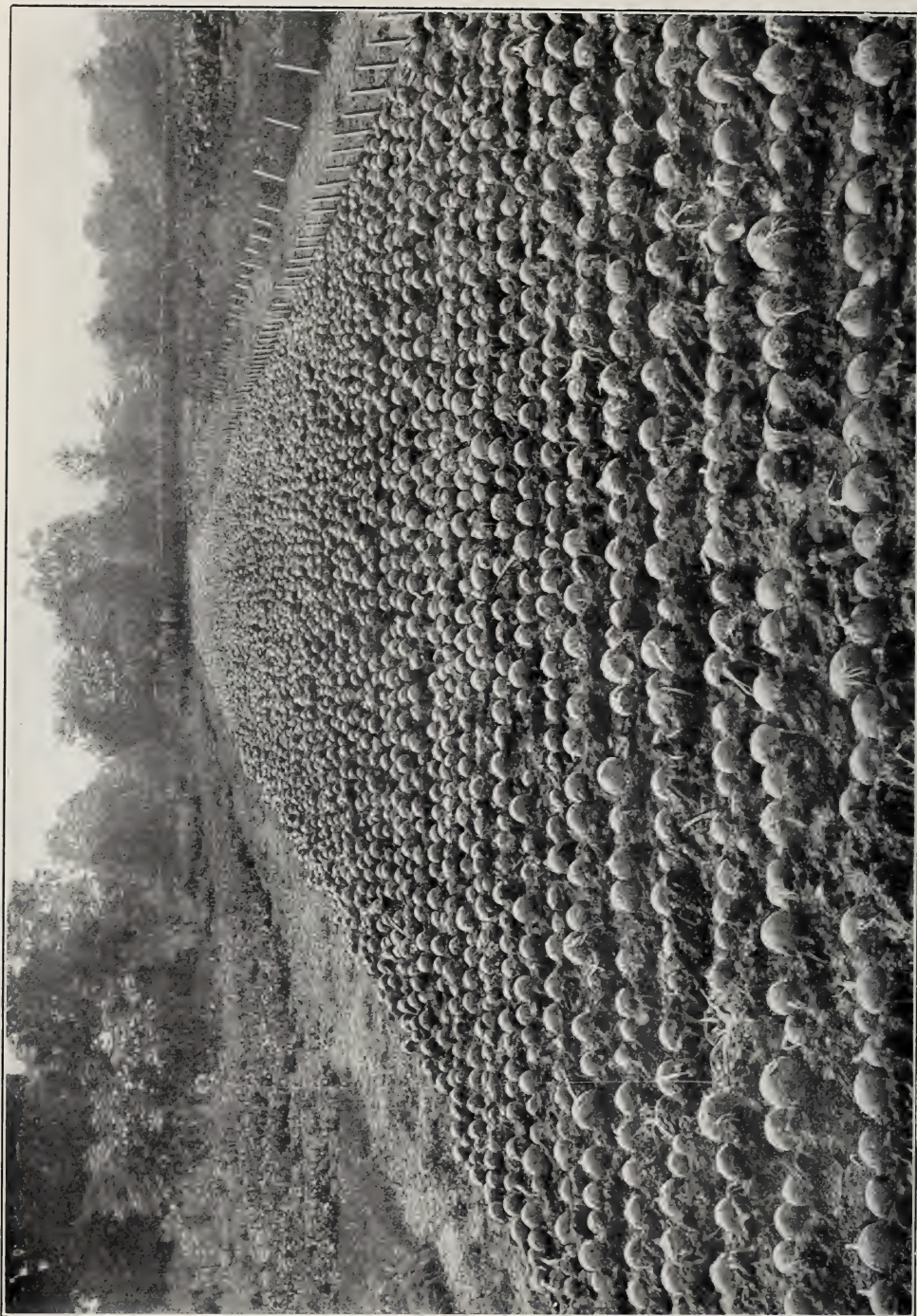
We examined two hundred and forty tests of water melons; two hundred of musk melons; one hundred and fifty of squashes and pumpkins. We came on a test of musk melon that when cut open did not show true to color. Talk about an explosion! More cutting open; then another patch examined and the first opinion discarded; then a heated discussion; then the whole thing left in abeyance for a week until developments develop. This does not look as if the great seedsmen of America were indifferent to the interests of our people and unconscionable robbers as some seem to think. To us it was an inspiring afternoon, and we girded up our loins and said they are benefactors, and pioneers, and teachers, and all 'round good fellows, full of enthusiasm and big-heartedness.

We were too early to test the water melons in this part of the country. The three great propositions from all accounts today seem to be Kleckley Sweets, Halbert Honey and Tom Watson. More anon on this subject. As for the musk melons, they were just about right. Our old friend Jenny Lind, heretofore unexcelled for flavor, loses on size and they don't want it. Burpee has one that he calls the New Spicy, which is twice the size of Jenny and equally as early, and even better in flavor, if that be possible.

While thus engaged, a Chicago seedsman drove up, adding one more to the group of experts. His principal point of attack was Osage Gem versus Burrell's Gem. The resultant discussion seemed to wind up in a compromise, which was, "both the same"; but "Burrell's" has the popular fancy—like Rocky Ford over its real name, Burpee Netted Gem.

We will tell you later about the Giant Limas, pods nearly a foot long; the Dwarf Prolific tomato, the Dwarf White Dolichos, and a whole lot of other things, including the way they bring poor land from nothing to fertility by cow pea-ing and soy-beaning and crimson-clovering.—G. C. WATSON, *the Philadelphia Correspondent in HORTICULTURE, Boston, Mass., October 8, 1910.*

\* Our dear old friend ROBERT BUIST is dead! A sturdy, vigorous Scotch-American, he was a brave man,—a loyal and true friend,—and those who knew him best mourn him most. He died at the age of 73, after a short illness, on December 13th, 1910. The interment was at Woodland Cemetery, on the banks of the Schuylkill,—where but twelve months before he had buried his only daughter,—alongside his wife and son. With his usual kindly thoughtfulness he provided,—on his death bed,—that the splendid business he had built up, could be continued by three of his faithful, trained employees.



A PORTION OF 387 TRIALS OF ONIONS (from seed sown April 25),—Photograph taken at FORDHOOK FARMS, in October 1907.

The illustration herewith (taken June 10, 1910) shows a bed of *Dimorphotheca Aurantiaca*, the New Golden African Daisy, growing by the entrance to

## Floradale,

Our Seed Farm in the cool fertile  
Lompoc Valley, California.

"The Lompoc Valley is a diminutive piece of country, nine miles long by five miles wide, located on the coast 172 miles north of Los Angeles. The hills surrounding it are two hundred, and some of them perhaps three hundred, feet high. The elevation at the coast is 45 feet. Lompoc is 48 feet higher, and at this particular place on the coast the ocean breezes, which are always strong, flow up that valley and keep the summer temperature so low that Lima Beans will not mature their seed. This may seem incredible, but true nevertheless. Yet Ventura, 96 miles to the southeast, at the same elevation, is the great Lima bean section of the State. . .

"A year ago Burpee, of Philadelphia, decided that the location was ideal for growing Sweet Peas. He bought ground and began operations in December. Edwin Lonsdale was put in charge of the work. He is a veteran in the art of gardening, with the enthusiasm of youth and the experience of a half century as his assets. And the results. They are marvelous. The selection of the locality, and the man, by the management of the largest mail-order seed house in the world seems to be one of those fortuitous circumstances which happen to individuals and to corporations, that lead to fortune and to fame.

"We have been looking on Sweet Peas grown in gardens containing a few plants, and on fields containing hundreds of acres for more than twoscore years, but never before during all these years have we seen flowers so large in size, and so much substance as these grown in that valley. A dozen varieties exhibited at the meeting of the Pasadena Gardeners' Association, June 17th, were the wonder and admiration of every member present."—*Editorial from THE PACIFIC GARDEN, Pasadena, California, July, 1910.*

Our friend, Luther Burbank, spent several days with us last June, and spoke so enthusiastically to newspaper reporters of the Valley (which he regretted he had not "discovered" years ago),—that upon our second trip, in August, when trying to buy a fine field, just opposite Floradale, we found the price had advanced \$50.00 an acre. However, we effected a compromise, maintaining that we ought not to pay the full advance resulting from "the advertising" that came from our bringing Burbank there!

Mr. Burbank said that if he were twenty years younger he would want to move himself to the beautiful Lompoc ("Little Hills") Valley.





PLOWING AT FLORADALE IN OCTOBER, 1910. Note the lumpiness of soil,—as a result of dry plowing. These lumps "melt up" readily when the early winter rains come.

## Burpee's California Seed Farm.

In order that our readers might be kept informed of the work going on and progress made on one of the latest established seed farms in California by an Eastern house, and, too, that the many friends of Edwin Lonsdale might be given an idea as to how he was succeeding in his new surroundings, we recently had our Los Angeles representative, P. D. Barnhart, editor of the *Pacific Garden*, visit Floradale, and the result of his investigation follows:

This recent acquisition of W. Atlee Burpee & Co. of Philadelphia is located in the Lompoc Valley three miles west of Lompoc. To any one not familiar with this State and its peculiar climates—I use the plural of the word for the sake of accuracy—the mere statement of fact regarding the location would not be of much importance, therefore I shall be specific as to the locality and some of its peculiar climatic conditions. David Starr Jordan, president of our university, is reported to have said that in forty miles of territory of California as many varieties of climate could be found. Approximately, the statement is true.

The Lompoc Valley is ten miles long and about half as wide. It is located on the Coast, 172 miles north of Los Angeles, 303 miles south of San Francisco. At that particular point on this coast the word Pacific is a misnomer. The contour of the land is such that the wind is more incessant and more violent than at any other place between the two cities named of which I have any knowledge. As an evidence of the correctness of that statement, the beach at the entrance of the valley is piled high with driftwood; Lompoc is 93 ft. above sea level. The valley is enclosed by hills which are probably 200 ft. high and these are the sides of the channel through which the sea breezes flow in volume, and with a velocity not met with elsewhere in southern California. Consequently, the atmosphere is more humid and the average annual temperature lower than elsewhere south of San Francisco, and because of these favorable climatic conditions Sweet Peas grow here to perfection.

Floradale is not large as compared with other seed growing establishments on this coast, but kept in such perfect order that the managers of some others we know of could pattern after it greatly to the improvement of their places. Twenty-five acres are in Sweet Peas, which are in beds 900 ft. long and 6 to 12 ft. wide. They are separated from each other by beds of Onions, Beans, *Centaurea moschata*, crimson-flowering California Poppies and a strain of Shirleys, reference to which will be made later on.

He who looks upon that field covered as it is with ribbons of red, crimson, scarlet, pink, white, primrose, mauve and maroon, without a spot upon them to mar their beauty, must be a dullard indeed if his heart is not enraptured with the scene and the word "beautiful" does not escape his lips. The seed sown seems to have been so pure and the types so fixed and reversions are so few that the work of "roguing" was a very small part of the bill of expense in connection with growing the crop to the present time.

A strange reversion occurred in the George Herbert lot of seed, a beautiful brilliant carmine pink flowering variety. From some unaccountable cause, it had a few pure white flowering plants among them. The seeds of a few of these are to be saved for future experiments.

The majority of the varieties grown are of the Spencer type, and Countess Spencer, the original, is there in quantity in all its glory and is hard to beat.



ROWS OF NEW SWEET PEAS separated by rows of *Fireflame Eschscholtzia*, *Centaurea Imperialis* and the New Burbank's Poppies,—from a photograph taken at Floradale, June, 1910.

To describe the different shades of different colors which distinguish the different varieties one from the other is a difficult thing to do. I shall leave that part of the work which has been assigned me by the editor of The Florists' Exchange, to the man or woman who shall make up Burpee's catalog for 1911. I shall only give the predominating color of the twenty varieties of which I made note; and what more could be desired by the most fastidious florist who grows Sweet Peas? No pen is capable of conveying to the mind of any reader an intelligent idea of the exquisite shadings of the flowers of the Sweet Pea; they must be seen to be appreciated, and understood.

- |   |  |
|---|--|
| COUNTESS SPENCER. A soft rose-pink.   | OTHELLO SPENCER. Rich deep maroon.   |
| AURORA SPENCER. Variegated white and orange-pink.   | WHITE SPENCER.   |
| APPLE BLOSSOM SPENCER. Deep pink and soft rose on silvery white.                              | GEORGE HERBERT. Bright rosy carmine.   |
| ASTA OHN. Soft lavender; this is a wonderfully beautiful colored variety.                     | KING EDWARD SPENCER. Deep carmine scarlet.   |
| TENNANT SPENCER. Light purple of peculiar shade.  | ROSE DU BARRI. Red.  |
| FLORENCE MORSE SPENCER. A light pink-edged Countess Spencer.                                  | St. GEORGE. Standard pure orange; wings orange carmine.  |
| PRIMROSE SPENCER. A pronounced primrose or creamy-yellow throughout, both standard and wings. | BEATRICE SPENCER. White ground tinted with pink and buff.  |
| MRS. ROUTZAHN. Apricot, suffused with delicate pink.  | HELEN LEWIS. Rosy pink.  |
| ELSIE HERBERT. White ground, picotee edging.  | MRS. A. IRELAND. Standard rosy pink; wings of a lighter shade. For a soft colored Sweet Pea, this is a beauty. |
|   | EVELYN HEMUS. Which is probably even superior to Mrs. Ireland.   |
|   | JAMES GRIEVE. White shaded cream color.  |

The crimson-flowering California Poppy occupies two beds, 6 ft. wide by 900 ft. long, and is very true to the type. To be sure, there are varying shades in so many plants, yet not a reversion to the original type is seen. As a novelty this is promising and desirable. Personally, the only shade in our *Eschscholtzia* which appeals to me is the dark orange color which makes our landscape, when they are in bloom on sunny days, appear as though it were covered with fire without smoke.

A native *Phacelia* with indigo colored limb and white throat, the flowers twice the size of *P. Whitlavia*, is being grown and will be heard from in the future. Here, for the first time, have I seen *Physalis Peruviana* grown for sale. It is of more than ordinary merit as an



SWEET PEAS AT FLORADALE READY TO THRESH,—from Photograph, August, 1910.

economic plant where the temperature does not go below  $28^{\circ}$  nor the humidity above 50 per cent. when the temperature is low. It is one of the few plants which blooms and bears fruit continuously—and the fruit is delicious. It is a perennial and drought resistant to a remarkable degree. If Mr. Burpee shall succeed in inducing horticulturists who live in countries having climatic conditions such as I have described to plant this fruit he will be a public benefactor.

Work was not begun on this farm until late in last December (1909) and, considering the short space of time, the achievements are marvelous, and I venture to say that within five years the acreage will be quadrupled, and the production of high-grade seeds in great variety will be the result, for it is a well established fact that nowhere else in the world can certain lines of seeds be produced with as high germinating power as are grown in the matchless soil and climate of California.

This thought of germinating power had a singular illustration of the vicissitudes of plant growing on this place this season in the case of the crimson California Poppies. Three rows were sown on the same day, from the same seed, one hundred feet away from the two beds previously referred to and here illustrated, and not over ten per cent. of it grew. The cause of the failure is what the superintendent is trying to figure out. So also with a number of Sweet Pea trials, seeds of which were sent here for testing.

Three thousand acres of Kentucky Wonder Beans are growing in this valley this season, and probably as much mustard. The height of this crop is about six feet and the tops are so dense that it would be difficult for a bird to penetrate them; it will soon be ready to harvest.

Cherries grow here to perfection. Whether Currants and Gooseberries, for which we pay fabulous prices in Los Angeles, would do well I have not learned; I have reason to believe that they would.

Begonias, Bougainvilleas and Fuchsias are not seen about the town, and I was reliably informed that Lima Beans will not ripen seed in this valley, yet 96 miles farther south is located the great Lima Bean section of the State—Ventura and the country surrounding—another instance which may be cited as illuminating this thought of the varied climate of the State.

Clematis Jackmanni does better at Lompoc than in any other section in which I have seen it tried. The temperature at 7 a.m. has not been above  $51^{\circ}$  to the present time this season, and at noon June 13 it was but ten degrees higher.

And now about the superintendent, Edwin Lonsdale. Some men never grow old and he is one of the number. The right man in the right place, with the enthusiasm of youth, the wisdom of manhood, and endowed with the ability to carry out to perfection large plans with all the details essential to the production of good seed, true to name. Handicapped by a late beginning, a new and strange climate which had to be studied, he showed his ability to overcome difficulties. If his life is prolonged and his health remains good, here is a combination: Lonsdale, California soil and climate of superior excellence for producing seeds of the hardy and half-hardy class of plants, which will furnish the seed trade of the United States with certain kinds of stock of the greatest excellence.



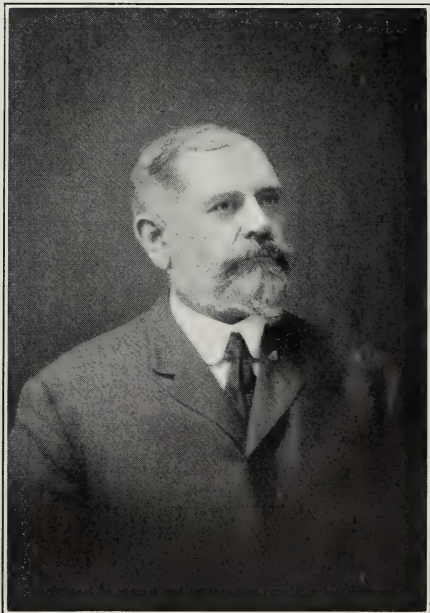
THRESHING SMALL LOTS OF SWEET PEAS AT FLORADALE,—from Photograph taken August, 1910.

Two native plants of more than ordinary merit,—the one a member of the family Papaveraceae, an annual, seeds of which I shall furnish; the other, one of the Caryophyllaceae, a perennial, of wonderful beauty, seeds of which Mr. Lonsdale will collect from the plants growing in the hills near by,—will be grown the coming season, and if Burpee's catalog for 1912 contains two novelties, natives of California, don't be surprised.

The photo showing a bed of *Dimorphotheca aurantiaca* was taken for the express purpose of illustrating a feature of plant growing in this State. This subject, like *Calendula*, is of no good in the southern part of this State if the seeds are sown after December, but when planted in September, both are gorgeous during our winter months. At Lompoc, with its lower temperature and no hot winds to interfere with its development, the plant is all that could be desired, in a yellow flower, at this season of the year. It, like our *Eschscholtzia*, does not open during dark cloudy days.—P. D. BARNHART in *THE FLORISTS' EXCHANGE*, New York, June 25, 1910.

## Burpee's California Seed Farm.

W. Atlee Burpee & Co. have acquired a farm in Santa Barbara County, California, three miles from Lompoc, which will be used for experiment work and the growing of special seed crops. W. Atlee Burpee and Howard M. Earl of this firm made the selection of the farm last June, and the latter, who left Philadelphia September 15, accompanied by Edwin Lonsdale, has just completed the purchase. Mr. Lonsdale, who is well known to the trade as a horticulturist of the first rank, will have the management of the farm. The firm is to be heartily congratulated on securing the services of a man with such knowledge and experience. The establishment of an institution of this character on the Pacific coast by one of the leading eastern houses is a departure of the seed trade which speaks well for its future.—*This notice together with the portrait of Mr. Lonsdale appeared in department of "The Seed Trade" in THE AMERICAN FLORIST, Chicago, October 2, 1909.*



EDWIN LONSDALE,  
Manager of the New Seed Farm of W. Atlee  
Burpee & Co., at Lompoc, California.



York Avenue Frontage of the Five-story Building, as occupied by us in 1896 (from 1882) and which was replaced in 1898 by the present Seven-story FIRST BURPEE BUILDING. This illustration and the article are reprinted from BURPEE'S FARM ANNUAL for 1897,—see foot-note on next page.

## How I Made Advertising Pay.

“BURPEE’S SEEDS GROW.”

A Business Autobiography.

BY W. ATLEE BURPEE.

You ask “How I made advertising pay” in the seed business, just as you ask the same question of men successful in other lines. Your question being so personal, I have concluded that my answer should be in the nature of a business autobiography.

Our business was established in 1876, but for some years previously the writer had been interested in the breeding and sale of Thoroughbred Stock and Seed Corn. Although not unknown to the farming public, as I had been a regular correspondent of several papers, it may be interesting to note that the first year’s business showed a net loss of \$3500,—without allowance either for interest or personal salary; the second year’s business barely paid expenses, while the third year showed a profit of \$2700. Since then, with the exception of several years of great agricultural depression, our trade has increased steadily, until now it is the largest of its kind in the world.

Confidence is of slow growth, but the confidence of planters is essential in selling seeds. Of other merchandise the purchaser can judge somewhat by the sample, but no one can see

any difference in the seed, for instance, of Cauliflower worth \$25 per pound, of Cabbage worth \$2.50, or of Turnip worth 25 cents.

The vitality can be easily tested, but the planter cannot know until the crop is grown whether the seeds are true to name and of first-class strain. That BURPEE’S SEEDS might become widely known we originated the plan, which has been copied so largely, of advertising ten packets of choice vegetables or flowers for the nominal sum of 25 cents. We sold thousands of these collections, and many of the purchasers were thus induced to order other seeds at regular prices the following year.

In 1881 we introduced the CUBAN QUEEN, —a Watermelon superior to others then in cultivation. We advertised this quite largely, and the second year (1882) included a packet in our cheap collection of seeds for trial, of which we sold more than sixty thousand. This novelty, with BURPEE’S SUREHEAD CABBAGE and the BAY VIEW MUSK MELON, both introduced in 1877, made a trio of vegetables that were unequaled and which helped greatly the growth of our business.

By traveling each summer among seed growers in America or Europe, we learned to know the best sources of supply and also new varieties as they were developed. We have been careful to introduce only such novelties as show some real improvement over standard varieties. Our field trials (exclusive of vitality tests) at FORDHOOK FARM have numbered more than six thousand samples in a season.

Other seedsmen have criticised us for the expense of making such thorough comparative trials each year. We admit that all profit from seed crops grown on the farm is more than consumed in conducting the trial grounds.

FORDHOOK pays, however, in the knowledge it gives us of all seeds, and indirectly also in the advertising we receive as owners of the "Model Seed Farm of America."

Editors of agricultural papers, as well as directors of State Experiment Stations, write frequently for information, and in this way we get considerable free advertising. We are thus enabled also to state that we warrant our seeds to be *first-class and true to name*,—"because other seeds just like them have been grown at FORDHOOK."

In 1890 we secured advertising of unusual value by the introduction of BURPEE'S BUSH LIMA,—the only bush form of the true large Lima Bean. This we sold at a price unheard of before,—75 cents for a packet of four beans. Even at this price, which was meant to be largely prohibitive, we received many orders, and doubtless the public thought that we had made a large amount of money.

The expenses of introduction, however, absorbed all profit until the variety had become generally known. Meanwhile other growers had obtained the seed, but the fact that this variety is offered prominently in every seed catalogue as BURPEE'S BUSH LIMA, gives us advertising that is worth more than large direct profits.

It is a remarkable coincidence that now, in 1896, we should introduce also the first DWARF SWEET PEA,—CUPID, which grows only five inches high. Last summer we exhibited pot plants before the Royal Horticultural Society of London and the *Société Nationale d'Horticulture* of Paris, where we received the highest awards of merit. Now, in the first year of its introduction, CUPID is catalogued by nearly all seedsmen in America, Europe, Australia, and even in India and Africa.

The sales of CUPID have been enormous and show a considerable profit this year. Such a result, however, is possible only because during the past twenty years we have gained the confidence not only of American planters, but also of seedsmen throughout the world.

While we continue our original plan of selling an "introduction" collection of seeds at a nominal price, yet much of our advertising now is of THE FARM ANNUAL.

Advertising is as necessary an annual expenditure as the payment of taxes or rent. Some small seedsmen argue that, because they conduct their business in the country and advertise but little, they can sell good seeds for less money. Such a claim is as senseless as it would be for a small shopkeeper, with little capital, to say that because he does not have the expense of a great store he can sell goods cheaper.

Now that some papers and magazines decline to insert advertisements of a fraudulent or grossly exaggerated character, the confidence of readers in such mediums is increasing. Intelligent buyers realize that a good thing is worth advertising, and thus, making more sales, instead of increasing *advertising actually reduces the cost of the goods*. It is appropriate to quote the well-considered advice of that shrewd Philadelphian, Ben Franklin,—“My son, deal with men who advertise.”

We dislike sensational advertising, but appreciate an expressive headline. Our motto is **“BURPEE'S SEEDS GROW and Are the BEST that Grow.”** This is free from the vulgarity of such a claim as “—’s Seeds are the Best,”—stating simply that our seeds are *the best that it is possible to produce*.

It is some years since we first wrote, **“It is an admitted fact that we supply seeds direct to many more planters than do any other seedsmen,”** and yet recently several houses have made similar claims, without foundation in fact. However, we seldom notice any statements made by competitors which may be false, whether intentionally or not.

No one house should attempt to cater to all classes of trade. There are, of course, ignorant buyers who want either “something for nothing,” or who are so gullible as to be misled by extravagant descriptions and preposterous claims. Again, it would seem as if there were some people who, as Barnum said, “love to be humbugged.”

After having written the above I find that the central thought is expressed admirably by the FARM NEWS:—“It costs an immense amount of money to advertise extensively; no business concern could or would long keep it up unless it pays, and no advertisement can pay the advertiser unless it also pays the reader. Value for value is the rule that must finally obtain in all transactions; you may fool the people now and then, but it is the man who gives full value for what he receives who wins permanent prosperity.”

## 21 YEARS IN BUSINESS.

As explained in this article, our present business was established in 1876. A young man becomes “of age” at twenty-one, and it is but proper that we should take some notice of our **twenty-one years in the seed business.**

It so happens that Mr. Nathaniel C. Fowler, Jr., the well-known advertising expert, of New York, has just published a large book entitled “**FOWLER'S PUBLICITY**,” of which an important feature is the department entitled “**GREAT ADVERTISERS**,” “written by men of success,” and giving “original and specially prepared articles on ‘How I Made Advertising Pay’ by the leading business men,—representing every department of successful business.” Our house was selected as representative of the seed business, and the article (condensed) is reprinted from this great book (price \$15.00). It may be of interest to those who plant BURPEE'S SEEDS.

## 35 IN 1911.

Now that we are thirty-five years old,—(or thirty-five years *young!*)—it seems appropriate to repeat what was written when we were “twenty-one years of age.” The above with foot-note is reprinted verbatim from BURPEE'S FARM ANNUAL for 1897. Mr. Fowler has just asked us for another article for a new book on “**Successful Salesmanship**” which he will publish in 1911.



*Among the Pea Trials,—at Fordhook, June 24, 1910.*

## The Day at Fordhook Farms.

A merry company assembled at the Reading terminal in Philadelphia on Friday morning, June 24, in anticipation of the trip to Fordhook. It is well known that whatever W. Atlee Burpee does is well done. He had provided a train of seven coaches for the accommodation of his guests, the members of the Seed Trade Association and their families. In addition to those who had come from Atlantic City, the party was augmented at Philadelphia by arrivals from New York, Boston and other points. After a run of about one hour through a delightful section of the Keystone state, rich in evidences of an advanced stage of agriculture and horticulture, Fordhook was reached.

For the remainder of the day, it is no figure of speech to state that Fordhook Farms was the property of the guests. In squads and platoons, though not in military formation, they roamed the broad acres—about 300—at will. They discussed sweet peas, incidentally plucking many blooms, garden peas, phlox, iris, salvias, California and Shirley poppies, mignonette, petunias, gaillardias and the many other flowering plants, vegetables and forage grasses found on the place. It is here that the testing or trying out process for Mr. Burpee's enormous business is carried on and, judging from the high state of cultivation, anything of merit has a splendid chance to make good. To the visitors probably the most interesting features were the sweet peas, as they lingered long among them. The number of varieties runs well up to 300 and if the rows were in one continuous line they would reach three miles. The acreage devoted to salvias is also noteworthy.

At one o'clock the big dinner bell rang and the visitors assembled on the lawn and partook of what old fashioned folks call a "square meal." The bill of fare was elaborate and even the Boston men got all they could eat. At three o'clock there was an exhibition of the workings of the sprinkling apparatus with which the testing ground is equipped. It is a comparatively simple but effective device. Two-inch pipes are run the length of a field between the beds and elevated on posts to a height of over six feet, the pipes are perforated with small holes and when the water is turned on the bed is watered much in the manner of a light rain. A lever, which a boy can manipulate, is attached to each pipe, thus enabling the operator to shift the spray from side to side and water two beds with one line of pipe.

Just before the party returned to the train for the return trip to Philadelphia, President Robinson, speaking from the veranda of the Burpee home, on behalf of the Seed Trade Association, paid a glowing tribute to the hospitality of Mr. Burpee and his family. Mr. Burpee replied in a graceful speech. Mr. Collins of the Northwestern Agriculturist made a humorous and eloquent address in which he emphasized the bonds of sympathy and fraternity that bind together all sections of this great country. The day was a red letter one to all who attended, and the event was one that will be well worthy of recollection in the years to come. In addition to all that has been enumerated, the weather was delightful and all the arrangements were carried out with graceful precision.—*From THE AMERICAN FLOREST, Chicago, Ill., July 2, 1910.*

# The BURPEE PREMIUM at State and County Fairs.

We again authorize the secretaries of every State Fair in the United States to offer a **cash prize of twenty dollars** for the best collection of Vegetables grown from BURPEE'S SEEDS. We authorize, also, the secretary of every County Fair in the United States to announce, in like manner, a cash prize of five dollars for the best display of the products (Vegetables or Flowers) of BURPEE'S SEEDS.

**In Case this offer is not announced** in the regular PREMIUM LISTS for 1911 of any State or County Fair, and a customer of ours should want to compete, we will waive this requirement and still **pay the same cash prize**,—*provided the products of BURPEE'S SEEDS exclusively have won the Society's regular prize for "Best Display of Vegetables."* SHOW CARDS furnished if requested.

**Photographs.** We desire to have a photograph of exhibits winning our prize at STATE FAIRS, and in return shall send two dollars, in addition to the prize of \$20.00, to each one sending such a photograph, while for the **best photograph** we will pay a special prize of **ten dollars extra**.

**\$100.00 Extra.** We will pay also one hundred dollars cash as an extra prize to exhibitor who wins the greatest amount of prizes for products of BURPEE'S SEEDS in 1911.

Please write us a complete list, with amounts of money awarded, of all the prizes won at different fairs. To the party whose report reaches the **largest correct TOTAL in cash prizes**, we will send our check for an extra hundred dollars. ~~See~~ All reports of prize awards must be received on or before December 10, 1911.

## Burpee's Seeds are "Seeds of Success."

For eleven years past the "BURPEE PREMIUM" has been quite a feature at the leading State and County Fairs. We have noticed with a great deal of interest that the competition for this special premium is growing keener every year, and it is most pleasing for us to learn from the reports of many exhibitors that their strongest competition comes from other exhibitors of the products of BURPEE'S SEEDS. For the past nine years, owing to lack of space in BURPEE'S ANNUAL, we have issued in February Burpee's Prize Supplement, which has been the means of giving our customers a complete report as to the results from BURPEE'S SEEDS.

In 1900 the **First Prize and Sweepstakes** at the New York State Fair were won by Mr. E. VAN ALLEN, of Delmar. Mr. Van Allen's total winnings amounted to **\$361.00 in cash prizes**. The Burpee Special in 1900 was won by Mr. DEAN FERRIS, Peekskill, N. Y., whose total winnings were **\$501.75**.

In 1901 Mr. ALFRED SWEET, Glens Falls, N. Y., won, all told, **1103 First Prizes and 153 Second Prizes**, giving him a total of **\$957.10 in cash prizes**—entitling him also to our "*One Hundred Dollar Special*," making his winnings amount in all to **\$1057.10**.

In 1902, owing to the unfavorable season, we did not expect Mr. Sweet's total of the previous year to be equaled, but in spite of such a poor season Mr. Sweet rolled up a total of **\$888.00**, which together with our "*One Hundred Dollar Special*," brought the total for that year up to **\$988.00**.

In 1903, although we had another unfavorable season, the GLENDALE STOCK FARM, Glens Falls, N. Y., reported total winnings of **\$919.25**, and after adding our "*One Hundred Dollar Special*" and other premiums made a total of **\$1054.25**, all won on the products of BURPEE'S SEEDS.

In 1904 the GLENDALE STOCK FARM was again the winner of our "*One Hundred Dollar Special*," as they reported that they had won a total of **\$1069.50**, to which is to be added the "*One Hundred Dollar Special*," \$56.00 awarded in Burpee Premiums at State and County Fairs, and \$100.00 which we sent them as an "honorarium" for the great honors won at St. Louis, making a grand total of **\$1325.50**.

In 1905 the GLENDALE STOCK FARM, Glens Falls, N. Y., exhibited an unusually fine lot of vegetables at a great many fairs. Mr. Holley, the manager, reported cash winnings of **\$951.75**. MARTIN L. BELL, Sparkill, N. Y., won a total of **\$1171.38**, which included our "*Hundred Dollar Special*."

In 1906 MARTIN L. BELL, Sparkill, N. Y., reported total winnings (including our "*Hundred Dollar Special*" and Burpee County Fair Prizes) of **\$1769.30**. This is the largest total ever reported by one exhibitor since we have been offering the "*Burpee Premium*."

In 1907 we practically had no spring season, and while we received during the fall many letters telling of the magnificent crops that had been grown from Burpee's Seeds we felt that owing to the abnormal conditions that had prevailed the largest total of cash premiums would not nearly approach that reported in 1906. GEO. M. RUMLER, Mohawk, Ind., reported total winnings of **\$1057.50**, and MARTIN L. BELL, Sparkill, N. Y., sent us a sworn affidavit showing that he had received a total of **\$1459.50**, thus entitling Mr. Bell to the Burpee *Hundred Dollar Special*, which together with \$10.00 awarded on account of the Burpee Premium at County Fairs made a total of **\$1569.50** won by Mr. Bell in cash premiums on the products of Burpee's Seeds.

In 1908 we had protracted droughts during the growing season. Early in the fall JOHN A. MANGET, Marietta, Ga., reported total winnings of **\$1311.50**, and it looked at one time as if this amount would not be exceeded, but later MARTIN L. BELL, Sparkill, N. Y., reported that he had won a total of **\$1336.25**, so that Mr. Bell was again awarded the "*Hundred Dollar Special*," which together with four Burpee Premiums, made a total of **\$1456.25**, won by him in 1908 on the products of Burpee's Seeds.

■ In 1909 the eastern part of the United States was visited by a very long drought which lasted many weeks, but in spite of this fact MARTIN L. BELL, Sparkill, N. Y., reported total winnings of **\$1304.20** on the products of Burpee's Seeds, and for the fifth time in succession received the "*Hundred Dollar Special*," making Mr. Bell's total winnings on the products of Burpee's Seeds during 1909, **\$1424.20**, as he received four Burpee Premiums at County Fairs.

All planters and tillers of the soil throughout practically the entire world will be long in forgetting the very abnormal growing season of 1910, following the poor growing seasons of 1908 and 1909.

Although we received letters telling of great successes at fairs with the products of our seeds, at no time did we expect that any one exhibitor would report a large sum won on exhibits at State and County Fairs.

This year the "*Hundred Dollar Special*" is awarded to JOSEPH WARD, Eau Claire, Wis., who reported total winnings of **\$470.00**, including \$20.00 received on exhibit at the NORTHERN WISCONSIN STATE FAIR, making a total of **\$570.00** received on the products of Burpee's seeds.

# Prizes Won in Fall of 1910 at State and County Fairs.

## Alabama

B. L. BAKER, R. D. No. 4, Hanceville, was awarded first prize for "Best Display of Vegetables" at the Alabama State Fair, Birmingham, Ala., October 6-15, 1910. Mr. Baker received a total of **\$50.00** including the Burpee Premium.

## Arizona

O. J. AMES, Jerome, was awarded the *Society's First Premium* at the Arizona Territorial Fair, Phoenix, Arizona, November 7-12, 1910. Mr. Ames received a total of **\$58.00** including the Burpee Premium. We note that this fair is called a Territorial Fair, but it is held under the same auspices as are the State Fairs. Mr. Ames also received \$50.00 prize offered for best exhibit from any county, making a grand total of **\$108.00**.

## Arkansas

ALVA E. TUCKER, R. D. No. 1, Oaklawn, was awarded the Burpee Premium for the best collection of vegetables exhibited at the Arkansas State Fair, Hot Springs, Ark., October 10-15, 1910.

## Colorado

MRS. I. L. BARKLEY, Box 256, Fort Morgan, at the Morgan County Fair held at Fort Morgan, Colo., September, 1910, received the *Association's First Premium* for the best display of flowers, and this together with the Burpee Premium made a total of **\$8.00**.

J. P. CROWLEY of Delta at the fair held by the Delta County Fair Association, Delta, Colo., September 13-16, 1910, received the *Association's First Premium*, and this together with the Burpee Premium made a total of **\$20.00**.

## Connecticut

In Connecticut there are two fair associations which are recognized as State Fairs, both receiving aid from the State. The CONNECTICUT FAIR ASSOCIATION'S EXHIBIT was held at Hartford, September 5-9, 1910, and that of the CONNECTICUT STATE AGRICULTURAL SOCIETY at Berlin, September 27-30, 1910. ROBERT CAWTE, Vine Hill Farm, West Hartford, was the successful competitor at both fairs, in each instance winning the FIRST PREMIUM offered by the Association. The total received by Mr. Cawte including two Burpee premiums of \$20.00 each amounted to **\$224.75**. Besides the premiums for displays Mr. Cawte received *first premium* on two collections of onions, lima beans, cucumbers, celery (twelve varieties), lettuce (six varieties), also *forty-eight first* and *twenty-two second premiums* for plates of different kinds of vegetables. All the vegetables exhibited by Mr. Cawte were grown from Burpee's seeds.

At the New Haven County Horticultural Society's fair we offered a special premium of \$5.00 and this was divided into two prizes; one for the best foliage plant, which was awarded to WILLIAM SYMMS, Highwood, and the other for the best bouquet of flowers, which was awarded to H. P. BROOKS, West Haven.

At the New London County Fair held at Norwich, Conn., September 5-7, 1910, MRS. HENRY KAROLI, R. D. No. 1, Norwich, having made a very fine display of sweet peas we paid her a special premium of \$1.00.

WILLIAM M. CLARK, R. D. No. 5, Rockville, was awarded *First Premium* by the Rockville Fair Association Company for the best exhibit of vegetables at the Association's fair held at Rockville, Conn., September 20-22, 1910. Including the Burpee Premium Mr. Clark won a total of **\$35.00** exclusively on the products of Burpee's seeds.

## District of Columbia

To encourage the officers of the Brightwood Park Association in their efforts to beautify the lawns of Brightwood we offered a special premium of \$3.00 worth of seeds which has been awarded to W. ARMSTEAD SCOTT, Washington, D. C., for the best kept lawn.

H. FEATHERSTONE, Washington, D. C., was awarded a special prize of \$5.00 worth of seeds for the best garden owned and cultivated by a member of the Rhode Island Avenue Suburban Citizens' Association.

## Georgia

For some years we have offered a special premium of \$5.00 to the Ladies' Garden and Improvement Club of Athens, Ga., for the best display of sweet peas. MRS. C. M. SNELLING, Vice-President of the Club, was awarded this premium at the Sweet Pea Show held by the Club, June 9, 1910.

## Idaho

J. L. CROWDER, R. D. No. 1, Boise, at the fair of the Idaho State Inter-Mountain Fair Association, October 10-15, 1910, including the Burpee Premium was awarded a total amount in premiums of **\$169.00** on the products of Burpee's seeds. This fair is the representative fair of the State.

## Illinois

FRANK DOLD, R. D. No. 4, Springfield, at the ILLINOIS STATE FAIR held at Springfield, September 30 to October 8, 1910, competed for and won an *extra special premium* offered by us of \$50.00 conditioned on the exhibitor also winning the *Association's First Prize* for the best and largest display of vegetables. Mr. Dold including the Burpee Premium won a total of **\$152.00** at the ILLINOIS STATE FAIR, all on the products of Burpee's seeds.

WATTS J. HARRIS, Princeton, at the fair of the Bureau County Agricultural Board, September 6-9, 1910, at Princeton, was awarded the Burpee Premium, and in addition \$21.00 in other premiums, making a total of **\$26.00**.

L. M. CROSS, Carmi, at the fair held by White County received a total of **\$55.00** on the products of Burpee's seeds, including the Burpee Premium.

At the Williamson County Fair held at Marion, Ill., September 20-23, 1910, Mrs. ROSALIE HENDRICKSON, Marion, received *first money*—\$10.00—on grand display of vegetables, making a total of **\$65.00**, including the Burpee Premium, on the products of Burpee's seeds.

At the Henry County Fair held at Cambridge, Ill., August 22-26, 1910, Mrs. NANNIE MAGEE, Box 242, Cambridge, received the Society's first premium for the best display of cut flowers, making a cash total of **\$10.00**.

CHARLES H. OCOCK, R. D. No. 1, Union, received a total of **\$36.50** in premiums on the products of Burpee's seeds, including the Burpee Premium, on his exhibit at the McHenry County Fair held at Woodstock, Ill., September 6-9, 1910.

MRS. ANNIE M. PARRO, R. D. No. 1, Watseka, received the *Society's First Premium* on her display at the Iroquois County Fair held in September, 1910, at Watseka, Ill., making a total in cash of **\$12.25**.

JOHN M. THOMEN, Fairview Farm, Greenup, at the Greenup Cumberland County Fair held at Greenup, Ill., received the *Society's First Premium* on his display of vegetables, making a total amount of **\$13.50**.

MRS. LAURA McMILLAN, R. D. No. 3, Champaign, was awarded the *Society's First Premium* on display of vegetables by the Champaign County Fair Association, whose annual fair was held at Urbana, Ill., last fall, making a total of **\$38.00**. The judge at this fair was an agriculturist from the University of Illinois and remarked that at all the fairs he had judged he had not seen any Lima Beans that could equal in any way the magnificent pods of *Burpee's New "Giant-Podded" Pole Lima*, and took away a pod with him as a souvenir.



*Largest and Best Collection of Vegetables at INDIANA STATE FAIR, September 12th to 16th, 1910. This exhibit was made by O. P. HOLLINGSWORTH, New Augusta, Ind., and won for him the Society's First Premium, also the SPECIAL BURPEE PREMIUM.*



THE FIRST PRIZE COLLECTION OF VEGETABLES AT IOWA STATE FAIR, 1910. *This exhibit won for Jos. M. DIEFFENBACHER, Ames, Iowa, the Society's First Prize, also the "Burpee Premium,"—as the vegetables were exclusively the products of Burpee's Seeds.*

## Indiana

O. P. HOLLINGSWORTH, R. D. No. 14, Box 18, New Augusta, at the INDIANA STATE FAIR held at Indianapolis, September 12–16, 1910, competed for and won an *extra special premium* offered by us of \$50.00 conditioned on the exhibitor also winning the *Association's First Prize* for the best and largest display of vegetables. Mr. Hollingsworth, including the Burpee Premium, won a total of **\$300.00**.

MRS. SAMUEL H. BROOKS, R. D. No. 9, Box 4, Salem, at the Washington County Fair held at Salem, Ind., September 6–9, 1910, won the *Society's First Premium*, making a total in cash premiums of **\$10.00**, including the Burpee Premium.

JOSEPH WALDVOGEL, West Lafayette, won a total of **\$11.30** (including the Burpee Premium) on his display of the products of Burpee's seeds at the fair held by the Tippecanoe County Agricultural Association at Lafayette, Ind., August 29 to September 2, 1910.

JACOB HIGEL, Box 431, Covington, won the *Society's First Premium* on his exhibit at the fair held by the Covington Fair Association at Covington, Ind., September 20–23, 1910. Including the Burpee Premium, Mr. Higel won a total of **\$10.25**.

JOHN H. HAWKINS, Lebanon, won a total of **\$26.00** on the products of Burpee's seeds displayed at the fair held by the Boone County Agricultural Society at Lebanon, Ind., August 16–19, 1910, winning in addition to the Burpee Premium the *First Prize* offered by the Society.

MRS. C. C. HUBBARD, R. D. No. 5, Corydon, was awarded *First Premium* at the fair held by the Harrison County Agricultural Society at Corydon, Ind., August 29 to September 2, 1910. Mrs. Hubbard won a total of **\$11.50**, including the Burpee Premium.

## Iowa

At the IOWA STATE FAIR, Des Moines, Iowa, August 25 to September 2, 1910, JOSEPH M. DIEFFENBACHER, Ames, received a total of **\$81.00**, including the Burpee Special Premium of \$20.00. Mr. Dieffenbacher received the *Society's First Premium*.

WAYNE HENDERSON, R. D. No. 5, Central City, was awarded the Burpee Premium at the fair held by the Wapsie Valley Fair Association, Central City, Iowa, September 6–9, 1910.

MRS. L. G. CLUTE, R. D. No. 2, Manchester, advises that at the Delaware County Agricultural Society's Fair held at Manchester, September 13–16, 1910, she was awarded the Burpee Premium on an exhibit of vegetables which also received the *Society's First Premium*.

At the Franklin County Agricultural Society's Fair held at Hampton, Iowa, FREELING FOX, R. D. No. 3, Hampton, was awarded the Society's *First Premium* for best exhibit of vegetables, the total amount of cash won being **\$20.00**, including the special Burpee Premium.

HERBERT J. LONG, Waverly, was the winner of the special Burpee Premium at the exhibition of the Bremer County Fair Association, held at Waverly, September 20–23, 1910.

## Kentucky

In Kentucky the TRI-STATE FAIR ASSOCIATION is recognized as the representative fair association of the State and at the fair held at Middlesboro, September 6-9, 1910, MRS. JEROME ADAMS, Box 551, Middlesboro, was awarded the Burpee Premium of \$20.00 for the best display of vegetables.

MRS. CARL HEISS, London, at the Laurel County Fair held at London, Ky., August 23-26, 1910, according to the secretary had the best collection of vegetables exhibited and was awarded the special Burpee Premium.

L. J. MCCOY, Gertie, was awarded the Burpee Premium by the Somerset Fair Association (Pulaski County Fair), Somerset, Ky., August 30-September 3, 1910, on an exhibit of vegetables which had won for him the *Association's First Premium*.

At the fair held by the Spencer County Fair Association, Taylorsville, Ky., August 10-13, 1910, MRS. BAGE SHELburnE, Taylorsville, received a total of **\$9.00** in cash premiums which included the special Burpee Premium.

PETER GOSSETT, R. D. No. 4, Glasgow, at the fair held by the South Kentucky Fair Association at Glasgow, Ky., September 28-October 1, 1910, put up a very attractive exhibit and was awarded the Burpee Premium.

At the Larue County Fair, Hodgenville, Ky., September 6-8, 1910, MRS. J. H. BLOYD, R. D. No. 4, Hodgenville, received the *Society's First Prize* for the best display of vegetables, making a total (including the Burpee Premium) of **\$6.00**.

W. W. LOCK, Artemus, was awarded *First Premium* at the Knox County Fair, Barbourville, Ky., August 31-September 2, 1910, as well as the special Burpee Premium.

W. C. JONES, Box 147, Slaughter ville, was awarded the Burpee Premium at the fair held by Hopkins County Agricultural Society at Madisonville, Ky., October 18-22, 1910. Mr. Jones received a total of **\$12.50** on the products of Burpee's seeds the past season, including the Burpee Premium.

## Louisiana

At the LOUISIANA STATE FAIR held at Shreveport, November 2-11, 1910, JAMES T. MONKHOUSE, R. D. No. 2, Shreveport, put up a very handsome and large exhibit in competition for the Burpee Premium, and including the amount we offer received a total of **\$79.00**.

MRS. S. D. PROTHRO, Box 1, Coushatta, was awarded the Burpee Premium for the best display of the products of Burpee's seeds at the fair held by the Red River Parish Fair Association, Coushatta, La., October 25-28, 1910.

At the fair held by the Bossier Parish Fair Association, Plain Dealing, La., October 25-28, 1910, W. J. DAWSON, Benton, secretary of the fair association, was awarded the Burpee Premium. Mr. Dawson writes that at the LOUISIANA STATE FAIR he won a total of **\$19.00** on the products of Burpee's seeds.

## Maine

Three regularly organized State Fairs are held in Maine, viz.: MAINE STATE AGRICULTURAL SOCIETY, Lewiston; EASTERN MAINE STATE FAIR, Bangor; CENTRAL MAINE FAIR ASSOCIATION, Waterville.

The successful competitor for the special Burpee Premium at the fair held by the MAINE STATE AGRICULTURAL SOCIETY held at Lewiston, September 6-8, 1910, and the EASTERN MAINE STATE FAIR held at Bangor, August 29-September 1, 1910, was C. E. BALDIC, Oakland Road, Waterville, who received a total of **\$191.50** including the Burpee Premiums.

At the fair held by the CENTRAL MAINE FAIR ASSOCIATION at Waterville, August 30-September 2, 1910, FREEMAN C. WARD, China, was awarded the special Burpee Premium for best and largest display of vegetables, the products of Burpee's seeds exclusively.

MRS. H. IVA JEWETT, R. D. No. 1, Whitefield, at Lincoln County Fair held at Damarscott, Me., September 27-29, 1910, received the Society's *First Premium*, making a total of **\$7.50**, including the Burpee Premium.

J. I. WALKER, R. D. No. 1, Madison, made exhibits at the fairs held by the Somerset Central Agricultural Society (Showhegan, Me., September 13-15, 1910) and the Somerset Agricultural Society (Anson, Me., September 20-21, 1910), in both instances winning the *Society's First Premium* together with the special Burpee Premium.

B. M. PATTEN & SON, Topsham, was awarded the Burpee Premium for the best collection of vegetables exhibited at the Sagadahoc County Fair held at Topsham, Me., October 11-13, 1910, making a total of **\$27.50** on the products of Burpee's seeds.

MRS. NELLIE R. LINCOLN, Monroe, received the Society's first premium on display of vegetables at the fair held by the Waldo and Penobscot Agricultural Society at Monroe, Me., making a total of **\$15.75** received in premiums on the products of Burpee's seeds, including the Burpee Premium.

In addition to the regular prize at County Fairs we offered at the Franklin County Fair, Farmington, Me., September 27-29, 1910, a special premium of \$5.00 for the best display of vegetables or flowers to a boy under eighteen years of age. HERMAN CORBETT, R.D. No. 3, Farmington, was awarded our regular premium, winning in all \$10.00 in premiums, while OLIVER NEWMAN, East Wilton (eleven years of age), received the special premium.

## Maryland

At the fair held by the Talbot County Fair Association, Easton, Md., DR. CHARLES LOWNDES, Easton, Vice-President of the Association, was awarded the *Association's First Premium* for the best display of the products of Burpee's seeds, and this together with the Burpee Premium made a total of **\$21.00**.

## Massachusetts

MISS LYDIA T. CHANDLER, Box 25, Marshfield, at the fair held by the Marshfield Agricultural and Horticultural Society at Marshfield, August, 1910, received the *Society's First Premium* on flowers raised from Burpee's seeds, making a total amount of **\$32.00** including the special Burpee Premium.

RALPH BELL, R. D. No. 2, Chester, won a total of **\$16.15** on his display of vegetables at the Highland County Agricultural Society's fair held at Middlefield, Mass., September 7-8, 1910. This amount included the special Burpee Premium.

At the Eastern Hampden Agricultural Society's Fair, Palmer, Mass., September 27-29, 1910, CHARLES E. BOOTH, R. D. No. 1, Belchertown, was awarded *First Premium* by the Society for the best collection of vegetables exhibited. Including the Burpee Premium Mr. Booth received a total of **\$23.50**.

M. H. SANDS, Secretary of Amesbury and Salisbury Agricultural and Horticultural Society, at the annual fair held at Amesbury, Mass., September 27-29, 1910, including the Burpee Premium was awarded a total amount of **\$17.50** on the products of Burpee's seeds.

## Michigan

Michigan has two regularly organized State Fairs,—MICHIGAN STATE AGRICULTURAL SOCIETY, which holds its fairs annually at Detroit, and WEST MICHIGAN STATE FAIR, which is held each year at Grand Rapids.

ALEXANDER WALLACE, Pontiac, at the fair held by the MICHIGAN STATE AGRICULTURAL SOCIETY, Detroit, September 19-24, 1910, was awarded the Burpee Premium for best display of vegetables, winning in all a total of **\$100.00** in premiums on the products of Burpee's seeds.

At the WEST MICHIGAN STATE FAIR, Grand Rapids, September 12-16, 1910, the special Burpee Premium for best display of vegetables was awarded to H. J. LEMCOOL, R. D. No. 5, Traverse City. Mr. Lemcool also exhibited a collection of vegetables at the fair held by the Leelanau County Agricultural Society at Adrian, Mich., September 26-30, 1910, winning the Burpee Premium at this fair also and making a total of **\$156.90**.

When publishing the Premium List of the WEST MICHIGAN STATE FAIR for 1910 an error was made in stating that we offered a second premium of \$5.00 which was awarded to K. H. HANKINSON, R. D. No. 14, Grand Rapids, and in order that Mr. Hankinson might not be disappointed in any way we made an exception in his case and paid the premium offered.

LYMAN T. CURTIS, R. D. No. 8, Flint, was awarded the Burpee Premium on his display at the Northeastern Industrial Fair (the representative fair of Genesee County) held at Flint, Mich., September 27-30, 1910.

MISS LILLIAN STEVENS, Berlin, at the fair held by the Ottawa and West Kent Agricultural Society, Berlin, Mich., September 20-23, 1910, received a total of **\$27.35** on vegetables and flowers grown from Burpee's seeds including the special Burpee Premium.

## Minnesota

At the MINNESOTA STATE FAIR held at Hamline, Minn., September 5-10, 1910, CHARLES KRAUSE, R. D. No. 8, Merriam Park, St. Paul, was awarded the special Burpee Premium for best and largest display of vegetables. Including the Burpee Premium Mr. Krause received a total amount of **\$224.00** on the products of Burpee's seeds.

At the fair held by the McLeod County Agricultural Society, Hutchinson, Minn., September 14-16, 1910, MISS HAZEL BASEMAN, Box 469, Hutchinson, received the *Society's First Premium* on display of flowers grown from Burpee's seeds, winning a total of **\$7.00** including the Burpee Premium.

At the Stevens County Agricultural Society's annual fair at Morris, Minn., September 4-6, 1910, D. T. WHEATON, Box 224, Morris, was awarded the Burpee Premium, making the total amount of premiums received on his display **\$7.00**.

MRS. J. H. VALE, Redwood Falls, received the Association's first premium on her display at the fair held by the Redwood County Agricultural Association at Redwood Falls, Minn., October 4-6, 1910.

WILLIAM G. DEACON, St. Vincent, was awarded the Burpee Premium on his display of vegetables at the fair held by the St. Vincent Union Industrial Association at St. Vincent, Minn.

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**The Record of Burpee's Seeds for Producing Prize-Winning Vegetables and Flowers is Absolutely Unequaled.**



TWO VIEWS OF EXHIBIT MADE BY GEORGE W. BETHELL AT FLATHEAD CO. FAIR, Kalispell, Montana. Mr. Bethell's exhibit won for him the Society's First Prize, the Burpee Premium and also Silver Cup presented by Great Northern Railroad,—see next page.



## Missouri

At the MISSOURI STATE FAIR there is no class devoted to collections of vegetables, all the premiums being what are known as individual premiums. MESSRS. RAU BROS., R. D. No. 5, Sedalia, according to Mr. John T. Stinson, Secretary, received the greatest number of premiums on single entries of vegetables, and these single entries making a very fine collection, we thought it only right that the exhibitors should be awarded the special Burpee Premium, making a total of **\$161.00** won by Messrs. Rau Bros. on the products of Burpee's seeds exclusively. The MISSOURI STATE FAIR was held at Sedalia, October 1-7, 1910.

HENRY NEELY, R. D. No. 6, Trenton, was awarded the Burpee Special Premium at the fair held by the Grundy County Fair Association, Trenton, Mo.

KNIGHT BROS., Memphis, were awarded the special Burpee Premium at Scotland County Fair held at Memphis, 1910. These are the two boys who furnished the material for our leaflet entitled "The Success of Two Missouri Boys,"—see page 23 of BURPEE'S NEW ANNUAL for 1911.

MRS. J. S. BINGER, R. D. No. 4, Lewistown, at the Lewis County Fair held at Monticello, Mo., September 27-30, 1910, received the *Society's First Premium* for the best display of vegetables, and this together with the Burpee Premium made a total of **\$7.00**.

MRS. M. M. BROWN, R. D. No. 4, Auxvasse, exhibited collections of vegetables grown from Burpee's seeds at the Audrain County Fair held at Mexico, Mo., August 16-19, 1910, and the Callaway County Fair, held at New Bloomfield, Mo., August 23-25, 1910, in both instances receiving the *Society's First Premium*. Including the Burpee Premiums, Mrs. Brown received a total of **\$17.50**. Mrs. Brown states that these products also figured largely in two farm displays on which she received \$15.00 and \$10.00 respectively.

J. H. GILMORE, R. D. No. 2, Carthage, was awarded the special Burpee Premium on his display at the fair held by the Jasper County Fair Association, Carthage, Mo., September 6-9, 1910. Mr. Gilmore received a total of **\$85.50**, including the Burpee Premium.

At the Crawford County Fair held at Cuba, Mo., September 27-30, 1910, the special Burpee Premium was awarded to AUGUST SCHESKE, Bourbon.

## Montana

GEORGE W. BETHELL, Kalispell, was awarded the *Society's First Premium* for best display of vegetables at Flathead County Fair held at Kalispell, October, 1910. These vegetables were all the products of Burpee's seeds. Mr. Bethell writes that in addition to **\$55.50** in cash premiums he was awarded the Silver Cup presented by the Great Northern Railroad to the Flathead County Fair,—see *preceding page*.

## New Hampshire

At the Coos and Essex County Fair held at Lancaster, N. H., September 6-8, 1910, MRS. W. G. BAKER, Box 653, Lancaster, was awarded the special Burpee Premium on her display of flowers.

## New Jersey

HAMILTON GRANGE No. 79, Hamilton Square, received a total of **\$95.00** on display at the INTER-STATE FAIR held at Trenton, N. J., September 26-30, 1910. This amount included the Burpee Premium of \$20.00.

## New York

At the NEW YORK STATE FAIR held at Syracuse, September 12-17, 1910, F. G. VOGELSGANG, R. D. No. 6, Fulton, received the special Burpee Premium of \$20.00, winning a total amount of **\$267.75** in premiums from the products of Burpee's seeds exclusively.

HOWARD E. KENYON, R. D. No. 3, Box 401, Canton, won a total of **\$25.00** on products of Burpee's seeds exhibited at the St. Lawrence County Fair held at Canton, N. Y., September 13-16, 1910.

MRS. WILLIAM J. BEEBE, R. D. No. 2, Box 29, Altamont, at the Albany County Fair, Altamont, N. Y., August 16-19, 1910, including the Burpee Premium was awarded a total amount of **\$70.00** on the products of Burpee's seeds. Mrs. Beebe advises that in addition to the collection entered especially for the Burpee Prize she was awarded among other premiums three prizes on three different collections of vegetables grown from Burpee's seeds.

At the fair held by the Steuben County Agricultural Society at Bath, N. Y., September 27-30, 1910, LEWIS J. BRUNDAGE, R. D. No. 20, Box 18, Dundee, was awarded the Burpee Premium.

WILLIAM H. BAKER, R. D. No. 4, Brewster, was awarded *First Premium* on display of vegetables at Putnam County Fair held at Carmel, N. Y., August 30-September 2, 1910. Including the special Burpee Premium Mr. Baker received a total of **\$50.00** in cash premiums.

At the fair held by the Cattaraugus County Agricultural Society at Little Valley, N. Y., September 12-16, 1910, D. H. GIBSON, R. D. No. 2, Box 3, Little Valley, was awarded the *Society's First Premium*, and including the Burpee Premium won a total amount of **\$14.75**.

## New York.—Continued

MRS. GEORGE DUDLEY, R. D. No. 3, Lyons, exhibited collections of vegetables at the Wayne County Agricultural Society's fair (Lyons, N. Y., September 7-10, 1910) and the fair by the Newark Fair Association (Newark, N. Y.), winning in both instances the *Society's First Premium*. Including the special Burpee Premiums, Mrs. Dudley received a total of **\$107.00** in cash premiums.

WILMER DAVIS, R. D. No. 6, Penn Yan, was awarded the Burpee Premium on a collection of vegetables consisting of one hundred and ten varieties exhibited at the fair held by the Yates County Agricultural Society, Penn Yan, N. Y., September 6-9, 1910. Mr. Davis received a total of **\$51.50**, including the Burpee Premium.

**\$122.40** is the total amount of cash premiums received by WALTER J. BUTLER, R. D. No. 1, Glens Falls, who won the *Society's First Premium*, in addition to the special Burpee Premiums, on his vegetable displays at Warren County Fair, Warrensburgh, N. Y., September 13-16, 1910, and the fair held by the Washington County Agricultural Society at Hudson Falls, N. Y., August 30-September 2, 1910.

For the best collection of vegetables at the Tioga County Fair held at Owego, N. Y., September 13-16, 1910, ARTHUR A. FOSHAY, R. D. No. 4, Owego, was awarded the *Society's First Premium*, and including the special Burpee Premium received a total amount of **\$12.25**.

For the greatest and best variety of vegetables displayed at Essex County Fair, Westport, N. Y., August 23-26, 1910, V. M. GOUGH, Westport, received the *Society's First Premium*, also the special Burpee Premium,—total **\$14.50**.

ARTHUR LOWELL, Franklinville, was awarded *First Premium* by the Franklinville Agricultural and Driving Park Association at the Association's fair held at Franklinville, N. Y., August 30-September 2, 1910. Mr. Lowell received a total of **\$23.00**, including the Burpee Premium.

F. W. STUBE, Fonda, was awarded *First Premium* on greatest and best variety of vegetables at the Montgomery County Fair held at Fonda, N. Y., October 3-6, 1910. A State Agricultural Society Inspector told the secretary of this fair that he had visited thirty-six fairs this fall but had not seen such a good lot of vegetables, nor any so nicely arranged. Mr. Stube received 135 premiums in all, making a total of **\$115.50**, including the special Burpee Premium.

J. W. SHEPHERD, Brockport, was awarded the *Society's First Premium* on vegetable display at the Monroe County Fair held at Brockport, N. Y., September 28-October 1, 1910, and including the Burpee Premium received premiums to the amount of **\$50.50**.

The Rensselaer County Agricultural Society awarded *First Premium* on collection of garden vegetables to ALEXANDER SITCER, Valatie. This fair was held at Nassau, N. Y., September 13-16, 1910, and including the Burpee Premium Mr. Sitzer received a total of **\$70.00** on the products of Burpee's seeds.

At the Cobleskill Agricultural Society's Fair (the representative fair of Schoharie County) the Burpee Premium was awarded to CHARLES J. SETTLE, Cobleskill, whose total winnings amounted to **\$22.25**. The Cobleskill Fair was held September 26-30, 1910.

C. W. SKIFF, East Meredith, exhibited collections of vegetables grown from Burpee's seeds at the following fairs, receiving the *Society's First Premium* in each instance:—Chenango County Fair, Norwich, N. Y., August 30-September 2, 1910; Delaware County Fair, Delhi, N. Y., August 30-September 2, 1910; Otsego County Fair, Cooperstown, N. Y., September 20-22, 1910. In addition to the Society's premium Mr. Skiff also received the special Burpee Premium on each display.

LEMUEL PEETS, Lockport, was awarded the greatest number of premiums for best display of vegetables grown from Burpee's seeds by the Niagara County Agricultural Society at Lockport, N. Y., August 30-September 4, 1910, making a total amount, including the Burpee Premium, of **\$15.75**.

JOSEPH WILDER, R. D. No. 5, Warsaw, received *First Premium* offered by the Wyoming County Agricultural Society, Warsaw, N. Y., August 30-September 1, 1910, on best display of vegetables, also *First Premium* on display at the Perry Fair, Perry, N. Y., September 19-21, 1910. Including the Burpee Premiums, Mr. Wilder received **\$38.00**.

JOHN H. VAN NOSTRAND, Freeport, was awarded the Burpee Premium for the best collection of vegetables at the fair held by the Agricultural Society of Queens-Nassau Counties at Mineola, L. I., N. Y., September 20-24, 1910.

MARTIN L. BELL, Sparkill, was awarded *First Prize* on collection of vegetables at the Rockland County Fair held at Orangeburg, N. Y., September 5-9, 1910.

For the best collection of vegetables displayed at Oswego County Fair, Fulton, N. Y., August 16-19, 1910, JAMES E. COLE, R. D. No. 2, Fulton, was awarded the *Society's First Premium*, and including the Burpee Premium received a total of **\$147.00** in cash premiums on products of Burpee's seeds.

DE RIDDER BROS., R. D. No. 2, Ballston Spa, were awarded the special Burpee Prize on display of vegetables at Saratoga County Fair held at Ballston Spa, N. Y., August 23-26, 1910.

## New York.—Continued

**\$55.00** (including the special Burpee Premium) was the amount received by J. J. GOTHAM, State St., R. D. Watertown, on vegetables displayed at the Jefferson County Fair held at Watertown, N. Y., September 6-9, 1910. This exhibit received the *Society's First Premium*.

ARTHUR HAKES, Elba, was awarded *First Premium* for the best collection of vegetables grown from Burpee's seeds at the 1910 fair of the Genesee County Fair Society at Batavia, N. Y., winning a total amount of **\$28.50** in cash premiums.

V. P. THEAKSTON, St. Albans, Vt., won a total amount of **\$200.50** in premiums on the products of Burpee's seeds displayed at Clinton County Agricultural Society's fair held at Plattsburgh, N. Y., September 6-9, 1910, and the fair held by the Franklin County Fair Association, Sheldon Junction, Vt., August 30-September 2, 1910. This amount includes the special Burpee Premiums.

We offered a special premium of \$3.00 for the best and largest display of Sweet Peas at the Wayne County Floral Society's Carnival held at Newark, N. Y., September 2-3, 1910. This premium was awarded to F. C. TACK, Newark.

We authorized the Dorcas Society of Hamburg, N. Y., to offer a series of prizes amounting to \$5.00 for displays of Sweet Peas at their annual Sweet Pea Carnival held July 28-29, 1910. These prizes were awarded as follows:—MRS. JACOB SMITH, \$1.50; L. L. GRESSMAN, \$1.50; MRS. JOSIAH KESTER, \$1.00; MRS. L. L. GRESSMAN, \$1.00.

At the Yorkshire Festival of Flowers, Yorkshire, N. Y., September 3, 1910, C. A. BROWN-ELL, Delavan, N. Y., was the successful competitor for the special premiums offered by us on Spencer Sweet Peas.

We offered \$5.00 in premiums on Sweet Peas at the exhibit of the Southampton Horticultural Society, Southampton, L. I., N. Y., A. W. MCINTOSH, Secretary of the Show Committee, winning first and second premiums.

Our special offer of \$5.00 to the Floral Carnival at Spencerport, N. Y., was divided into four premiums and awarded as follows:—MRS. CHAUNCEY FOWLER, \$2.00; MRS. GEORGE THOMAS, \$1.00; MRS. J. A. TALBOTT, \$1.00; MRS. M. J. WINEGARD, \$1.00.

We offered a series of prizes on Sweet Peas at the Carnival of Flowers held by the Methodist Episcopal Church of Allegany, N. Y., August 23-24, 1910, which were awarded as follows:—MRS. J. HORTON, \$2.00; MYRAH WHEELER, \$2.00; MRS. N. MORRIS, \$1.00.



Exhibit made by J. J. GOTHAM, Watertown, N. Y., at JEFFERSON CO. FAIR, September 6th to 9th, 1910, which was awarded the Society's First Premium, also the Burpee Premium.

## North Carolina

The exhibit as made by J. F. HOMEWOOD, R. D. No. 1, Box 34, Burlington, at the Alamance County Fair held at Burlington, N. C., October 4-7, 1910, was awarded *First Premium* offered by the Association. Including the Burpee Premium Mr. Homewood received **\$150.00** in premiums.

THOMAS H. ROGERS, Clyde, was awarded the Burpee Premium on his exhibit of vegetables at the Haywood County Fair held at Waynesville, N. C., October 4-7, 1910.

The special Burpee Prize for best and largest display of vegetables grown from Burpee's seeds at the fair held by the Mecklenburg County Fair Association, Charlotte, N. C., October 25-28, 1910, was awarded to W. S. ABERNETHY, R. D. No. 29, Charlotte. Mr. Abernethy also made a large farm exhibit in which the products of Burpee's seeds held a prominent place, the total amount of premiums won being **\$205.00**.

## North Dakota

At the fair held by the Grand Forks Agricultural Society, Grand Forks, N. D., July 19-22, 1910, the Burpee Premium was divided and \$2.50 each awarded for best collection of vegetables and flowers. A. A. WEEKLEY, Grand Forks, was awarded the premium for best display of vegetables and THE WICKLER FLORAL COMPANY, Grand Forks, received the premium on display of flowers.

## Ohio

HILAS E. CRAIG, Groveport, won the *Society's First Prize* for best display of vegetables at the fair held by the Franklin County Agricultural Society, Columbus, Ohio, August 9-12, 1910. On this display (which was grown from Burpee's seeds) Mr. Craig had the honor of winning the handsome cup (valued at \$60.00) offered by GOVERNOR HARMON of Ohio.

MRS. EVERETT ETHELL, R. D., Box 8, McConnelsville, won the *Society's First Premium* at the Morgan County Fair held at McConnelsville, Ohio, September 20-22, 1910, and including the Burpee Premium received **\$11.50** in premiums.

CLARENCE K. HONEYMAN, R. D. No. 1, Troy, was awarded the Burpee Premium on display of vegetables at the Miami County Agricultural Society's fair held at Troy, Ohio, September 19-23, 1910. Mr. Honeyman also received the Society's second premium on this display, making a total of **\$25.00**.

J. A. HENRY, R. D. No. 1, Elkton, was awarded *First Premium* on display at the Columbiana County Fair held at Lisbon in 1910. Mr. Henry was also awarded the special Burpee Premium on this exhibit, and advises that he won a total amount of **\$219.50**, including the Burpee Special.

ALBERT PEARCE, Akron, received premiums to the amount of **\$55.00** (including the special Burpee Premium) on vegetables exhibited at the 1910 fair held by the Summit County Agricultural Society at Akron.

At the Montgomery County Agricultural Board Fair, held at Dayton, Ohio, September 5-9, 1910, the authorities divided the Burpee Premium, offering a first prize of \$3.00 and a second prize of \$2.00 for best display of flowers grown from Burpee's seeds. Mrs. IDA M. SHANK, R. D. No. 1, Dayton, was awarded the first prize, receiving a total amount of **\$28.00**, including the Burpee Premium. The second premium was not awarded, as the competitor failed to comply with all the required conditions.

Including the special Burpee Premium and the *First Prize* as offered by the Warren County Fair for best display of vegetables, C. H. NIXON, Lebanon, received premiums to the amount of **\$110.00**. The Warren County Fair was held at Lebanon, Ohio, September 13-16, 1910.

D. W. ELLENBERGER, R. D. No. 5, Wooster, was awarded *First Prize* on his display of vegetables by the Wayne County Agricultural Society, Wooster, Ohio, September 14-16, 1910. Including the Burpee Premium, Mr. Ellenberger received a total of **\$30.00**.

For the best display of vegetables grown from Burpee's seeds exclusively and exhibited at the Mahoning County Fair, Canfield, Ohio, September 27-29, 1910, we awarded HOMER H. KIRK, R. D. No. 1, Canfield, a special premium of \$5.00, making the total amount of premiums received on products of Burpee's seeds **\$16.40**.

C. S. RICE, R. D. No. 2, Spencer, received *First Premium* at the Medina County Agricultural Society's Fair, held at Medina, Ohio, August 30-September 1, 1910.

## Oklahoma

MESSRS. GAREE & GAREE, Noble, were awarded *First Premium* on their exhibit at the OKLAHOMA STATE FAIR held at Oklahoma City, September 27 to October 9, 1910, and advise that the "extra quality and quantity of our vegetables was the deciding point." Including the Burpee Special Premium the total amount received was **\$35.00**.

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**The Record of Burpee's Seeds for Producing Prize-Winning Vegetables and Flowers is Absolutely Unequaled.**

## Oregon

MRS. F. A. WOLFE, Falls City, was awarded the Burpee Premium for best collection of vegetables grown from Burpee's seeds exclusively at the fair held by the OREGON STATE BOARD of Agriculture at Salem, September 12-17, 1910.

MRS. LEO ZELLER, JR., Thomas, received the Burpee Premium for best display at the fair held by the Linn County Fair Association at Scio, Oregon, August 30-September 2, 1910. On the products of Burpee's seeds exclusively (including the Burpee Special) Mrs. Zeller received **\$19.00**.

At Yamhill County School Fair and Stock Association's exhibition at McMinnville, Oregon, September 20-23, 1910, WAYNE LORETT, McMinnville, was awarded the *Society's First Prize* for best display of vegetables, and including the Burpee Premium received a total of **\$20.00** in cash premiums.

## Pennsylvania

MRS. W. H. BRADFORD, R. D. No. 64, Troy, exhibited collections of vegetables grown from Burpee's seeds at the fair held by the Troy Agricultural Society, Troy, Pa., September 13-16, 1910, also the Bradford County Agricultural Society's Fair held at Towanda, Pa., September 27-30, 1910, receiving at both fairs the special Burpee Premium and winning a total of **\$75.00**, including the Burpee Specials.

WILLIAM J. JOHNSTON, Sinking Springs, was awarded *First Premium* on vegetable display at the fair held by the Agricultural and Horticultural Association of Berks County (known as the Great Reading Fair) at Reading, Pa., September 27-30, 1910. Mr. Johnston received a total of **\$9.50**.

DR. H. L. HARTZELL, "Fair Oaks," Altoona, made a very fine exhibit of vegetables grown from Burpee's seeds at the Blair County Grange Fair, *winning sweepstakes*, and on which we awarded him a special prize of **\$2.00**.

C. A. ROZELL, R. D. No. 2, Kingsley, was awarded the *Society's First Premium* for best display of vegetables at the fair held September 13-16, 1910, at Montrose, Pa., by the Susquehanna County Agricultural Society. Including the Burpee Premium, Mr. Rozell received **\$19.25**.

F. HOWARD KAHLE, R. D. No. 2, Box 16, Shippenville, had a very fine exhibit of vegetables at the Clarion County Fair, for which he was awarded the *Society's First Premium*, which also entitled Mr. Kahle to the special Burpee Premium. The Clarion County Fair was held at Clarion, Pa., September 20-23, 1910.

At the 1910 Exhibition and Chrysanthemum Show of the Pennsylvania Horticultural Society, held at Horticultural Hall, Philadelphia, we offered premiums to the value of \$50.00 divided as follows: Collection of Vegetables to occupy space  $3\frac{1}{2} \times 6$  feet, two prizes, \$20.00, \$10.00. Collection of Vegetables to occupy space  $3\frac{1}{2} \times 4$  feet, two prizes, \$15.00, \$5.00. The following awards were made: MRS. J. LOWBER WELSH (JOHN LITTLE, gardener), First Prize, \$20.00. GEORGE S. BODINE (ROBT. J. MORROW, gardener), First Prize, \$15.00.

## South Carolina

SAMUEL R. RAWL, R. D. No. 1, Box 3, Lexington, was the successful competitor for the Burpee Premium at the SOUTH CAROLINA STATE FAIR held at Columbia, S. C., October 31-November 4, 1910. Mr. Rawl also won the *Blue Ribbon* on his display of vegetables grown from Burpee's seeds at the fair held by the Lexington County Fair Association, Lexington, S. C., October 25-27, 1910.

## Tennessee

G. F. JACKSON, R. D. No. 4, Box 86, Humboldt, made a very handsome exhibit of vegetables at the Humboldt Tri-County Fair, held at Humboldt, Tenn., September 28-October 1, 1910, on which he was awarded the *Society's First Premium*, thereby entitling Mr. Jackson to the Burpee Premium also, as the vegetables displayed were grown from Burpee's seeds.

At the Rutherford County Fair, Murfreesboro, Tenn., September, 1910, W. I. GRESHAM, R. D. No. 2, Murfreesboro, received the *Society's First Premium* on exhibit of vegetables grown from Burpee's seeds exclusively.

MRS. S. M. CORLEY, Rome, was awarded the Burpee Premium on display of vegetables at Smith County Fair held at Rome, Tenn., September 8-10, 1910.

For best display of farm and garden products W. A. BAKER, Trenton, was awarded *First Premium* at the Gibson County Fair held at Trenton, Tenn., October 12-15, 1910. Mr. Baker received a total of **\$14.50** in cash premiums, including the Burpee Premium.



**BURPEE'S SEEDS GROW and are famous  
for the Uniform Excellence of their Products**





*Exhibit made by C. H. DANA, West Lebanon, N. H., at the VERMONT STATE FAIR, White River Junction, Vt., September 20th to 23d, 1910, which was awarded the Special Burpee Premium.*

## Vermont

At the VERMONT STATE FAIR held at White River Junction, September 20-23, 1910, C. H. DANA, West Lebanon, N. H., won the special Burpee Premium on his display of vegetables consisting of one hundred and thirty-two varieties. Mr. Dana also received a special prize of \$25.00 from the Society for the best exhibit grown from one seed or plant, winning same on a plant of Burpee's Dwarf-Giant Tomato. Including the Burpee Premium Mr. Dana received **\$55.00** in cash premiums.

Franklin County Fair Association, Sheldon Junction, Vt., August 30-September 2, 1910, V. P. THEAKSTON, St. Albans, was awarded the special Burpee Premium. (See also Clinton County Fair, New York.)

RAYMOND E. ROBINSON, West Woodstock, was awarded the Burpee Premium for best display of vegetables at Windsor County Fair held at Woodstock, Vt., September 13-15, 1910, and including the Burpee Premium received **\$6.25**.

DANA STAFFORD, Brattleboro, R. D. No. 2, was awarded the Burpee Premium on collection of vegetables exhibited at the Valley Fair, Brattleboro, Vt., September 27-29, 1910.

JOHN F. SMITH, Superintendent of the farm of the Vermont House of Correction, received the special Burpee Premium on display of vegetables at Rutland County Fair held at Rutland, Vt., September 6-9, 1910. This was the only exhibit made by Mr. Smith, as he writes us: "The officials of the fair will not let us compete for any other premium as there would be no chance for anyone else. *Nothing could induce me to change from Burpee's seeds.*"

A. R. WAKEMAN, R. D. No. 2, Barton, who "uses Burpee's seeds exclusively," won *First Premium* offered by the Orleans County Fair Association at the Association's fair held at Barton, Vt., September 7-9, 1910. Including the Burpee Premium, Mr. Barton received a total of **\$15.70**.

## Virginia

At the fair held by the Roanoke Industrial and Agricultural Association at Roanoke, Va., September 20-23, 1910, the special Burpee Premium was awarded to MISS OTELIA ROUVR, R. D. No. 3, Roanoke.



*Exhibit made by J. J. JANZEN, Puyallup, Washington, at PIERCE CO. FAIR, Puyallup, Wash., October 4th to 6th, 1910, which was awarded the Special Burpee Premium.*

## Washington

J. J. JANZEN, R. D. No. 2, Box 16, Puyallup, was awarded first premium for largest and best exhibit of vegetables at the fair held by the Valley Fair Association (the representative fair of Pierce County) at Puyallup, Wash., October 4-6, 1910.

## Wisconsin

Two official State Fairs are held in Wisconsin annually,—the NORTHERN WISCONSIN STATE FAIR held at Chippewa Falls and the fair held by the WISCONSIN STATE BOARD OF AGRICULTURE at Milwaukee.

At the fair held by the WISCONSIN STATE BOARD OF AGRICULTURE at Milwaukee, September 12-16, 1910, JUSTIN GRAPE, R. D. No. 5, Box 33, Waukesha, *took sweepstakes for the best display of vegetables*, also received the special Burpee Premium. Mr. Grape advised us that the competition for the Burpee Premium was very keen,—seven entries being made for same. The total amount of premiums won by Mr. Grape on the products of Burpee's seeds was **\$130.00**.

The special Burpee Premium at Sauk County Fair held at Baraboo, Wis., in October, 1910, was awarded to FLOYD H. NEWELL, of Baraboo.

FRANK J. LINDLEY, R. D. No. 1, Box 14, Fox Lake, had a very fine exhibit of vegetables at the fair of the Dodge County Fair Association, Beaver Dam, Wis., September 26-30, 1910, on which he was awarded the Burpee Premium. Mr. Lindley received a total of **\$87.50** on vegetables raised from Burpee's seeds exclusively.

MRS. SADIE CLEMMONS, Portage, put up fine displays of flowers grown exclusively from Burpee's seeds at four different fairs, winning a total amount of **\$78.25**, including the Burpee Premiums. The following are the fairs at which Mrs. Clemmons exhibited: Columbia County Fair, Portage, Wis., August 30-September 2, 1910 (at this fair the Burpee Premium was divided, the Society offering \$2.50 each on flowers and vegetables); Watertown Inter-County Fair, Watertown, Wis., September 20-23, 1910 (Society's first premium); Dane County Fair, Madison, Wis., September 20-23, 1910 (Society's first premium); Kilbourn Inter-County Fair, Kilbourn, Wis., October 4-7, 1910.

JULIUS BLANKENBURG, Portage, was awarded the special Burpee Premium on display of vegetables at the Columbia County Fair, Portage, Wis., August 30-September 2, 1910. Mr. Blankenburg also received the *Society's First Premium* on this display and several premiums on separate entries of vegetables and flowers.

At the Buffalo County Agricultural Association's fair held at Mondovi, Wis., September 7-9, 1910, the Burpee Premium was awarded to ALEXANDER LEES, Mondovi, who writes that in spite of the "driest season for over twenty years" he took twenty-seven premiums amounting to **\$9.50**, and that "from one packet of seed he had over one hundred heads of cauliflower."

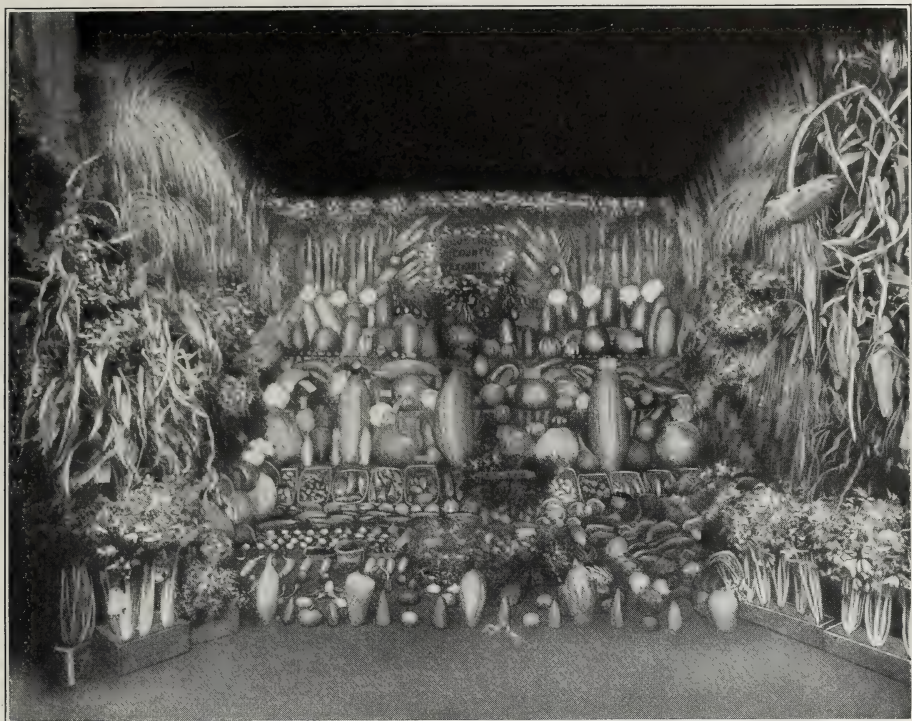


Exhibit made by JOSEPH WARD, Eau Claire, Wis., at the NORTHERN WISCONSIN STATE FAIR, Chippewa Falls, Wis., September 19th to 23d, 1910, which was awarded the Special Burpee Premium.

## Wisconsin

At the NORTHERN WISCONSIN STATE FAIR, Chippewa Falls, September 19-23, 1910, JOSEPH WARD, Eau Claire, who has for many years past been awarded the *Society's First Premium* at this fair, has again received first premium and reports (up to October 25th) that he had won a total of **\$470.00** in premiums (including the Burpee Premium) on the products of Burpee's seeds. Mr. Ward wrote,—“I took the *Society's First Prize* of **\$100.00** on Eau Claire County Display at the NORTHERN WISCONSIN STATE FAIR at Chippewa Falls, and besides *I won forty-five premiums.*” As we go to press Mr. Ward's report of the total amount received in premiums being higher than any other exhibitor as reported to date he is entitled to our “*One Hundred Dollar Special,*” making a total of **\$570.00** received by Mr. Ward on the products of Burpee's seeds for the season of 1910. Mr. Ward also received the special prize we offer of \$10.00 for the best photograph of any exhibit winning our prize at a State Fair.

Including the special Burpee Premium on his display of vegetables at the Sheboygan County Fair, Plymouth, Wis., September 6-9, 1910, E. T. BAMFORD, R. D. No. 24, Plymouth, received a total amount of **\$40.00** in cash premiums. Mr. Bamford was also awarded *sweepstakes* on his display.

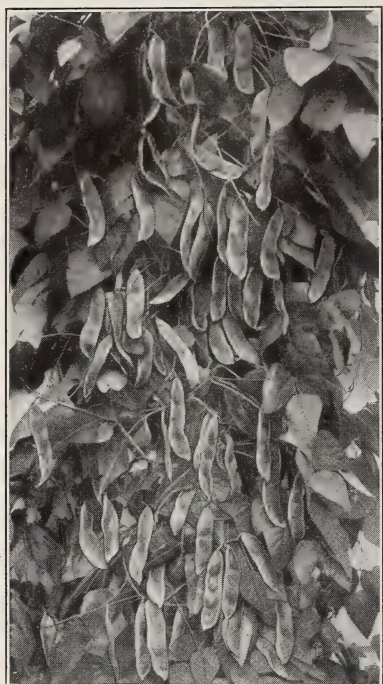
DUNCAN KLING, R. D. No. 36, Eagle, was awarded the Burpee Premium on display of vegetables at the Walworth County Agricultural Society's fair held at Elkhorn, Wis., September 20-23, 1910. Mr. Kling received a total of **\$15.50**, including the Burpee Premium.

## Canada

At the Dominion Exhibition for 1910, held at St. John, N. B., September 5-15, we offered a special premium of \$20.00 for the best and largest collection of vegetables grown from Burpee's seeds exclusively. The winner of this prize was BERTRAM GOODSPEED, of Peniac, York County, N. B. Mr. Goodspeed received a total of **\$80.00** on products of Burpee's seeds, including the Burpee Premium.

**The Record of Burpee's Seeds for Producing Prize-Winning Vegetables and Flowers is Absolutely Unequaled.**

# Burpee's Giant-Podded Pole Lima Bean.



First Prize Photograph of a Portion of a Vine of Giant-Podded Pole Lima Bean,—much reduced in size.

In 1907 we received from Mr. N. S. PRIME, of Huntington, L. I., N. Y., a few lima beans for trial which Mr. Prime stated would surprise us not only in the size of the pods produced but in the size and number of beans produced in the pod. After making a thorough and careful trial at Fordhook we purchased from Mr. Prime all the seed he had with the exception of a few pounds reserved for his own planting. The quantity originally received was quite small, and from this small lot we have worked up all our stock, watching with interest the seed increase and realizing by the character of the crops produced just what a valuable bean we had obtained.

## \$100.00 FOR A NAME.

Although we stated on page 8 of BURPEE'S ANNUAL for 1910 that "Burpee's Giant-Podded Pole Lima is the best name we can think of now" for the new pole lima bean, we were much surprised (after carefully going over the names submitted) to be forced to the conclusion that after all this was the best name for such a novel and distinct pole lima bean. That a number of the competitors thought the same as we did is proved by the fact that many names received incorporated some one of the three words used in the name we had given to this bean temporarily. There were four who probably decided (as have we) that it was the most descriptive name for the bean. Therefore we are dividing the premium offered, awarding \$25.00 each to the following, who submitted the name "Burpee's New Giant-Podded Pole Lima":

JOHN J. WALTER, West Cheshire, Conn.  
MRS. JULIA DAVIS, Harris Station, Tenn.  
DR. E. W. MURLESS, Sidney, Neb.  
J. A. CAMPBELL, Fort Spring, W. Va.

On pages 8 and 9 of BURPEE'S NEW ANNUAL for 1911 we publish several very interesting letters from all sections of the country, showing that although originating on Long Island BURPEE'S NEW GIANT-PODDED POLE LIMA can be grown profitably wherever Lima Beans are planted.

## Award of Prizes on Burpee's New "Giant-Podded" Pole Lima Bean.

### For Best Photographs, natural size, of a Single Pod.

- First prize, \$25.00—N. E. TROTTER, R. D. 4, Box 7, Sevierville, Tenn.
- Second prize, 10.00—THOMPSON HARRELL, Middletown, Ky.
- Third prize, 5.00—DANIEL NEELY, 8214 Germantown Ave., Chestnut Hill, Philadelphia, Pa.
- Fourth prize, 2.50—M. MURRAY, Box 131, Lordsburg, Cal.
- Fifth prize, 2.50—AUGUSTUS LAWRENCE, Care of Wm. White, Mamaroneck, N. Y.
- Sixth prize, 2.50—JOSEPH WARD, Eau Claire, Wis.
- Seventh prize, 2.50—R. M. D. ANDERSON, Fayetteville, Tenn.

### For Best Photographs of a Pole, Single Vine, or Portion of a Vine.

- First prize, \$25.00—WM. J. S. BRADWAY, Hancock's Bridge, N. J.
- Second prize, 10.00—W. M. MCCONNELL, Cadiz, Ohio.
- Third prize, 5.00—JOS. WARD, Eau Claire, Wis.
- Fourth prize, 2.50—P. S. GOODFELLOW, R. D. 1, Watervliet, N. Y.
- Fifth prize, 2.50—A. KRUMH, 125 Midland Ave., Columbus, Ohio.
- Sixth prize, 2.50—T. J. STEED, R. D. 6, Buena Vista, Ga.
- Seventh prize, 2.50—N. E. TROTTER, R. D. 4, Box 7, Sevierville, Tenn.

### For Postal Card Reports.

- First prize, \$25.00—H. H. CONOVER, Delafield, Wis.
- Second prize, 15.00—W. W. MARTIN, Brookfield, Mo.
- Third prize, 12.50—CHAS. W. MUNDER, 3423 N. 16th St., Philadelphia, Pa.
- Fourth prize, 12.50—JAMES M. BONNER, R. D. 2, Box 70, Morrison, Tenn.
- Fifth prize, 7.50—REEVES D. BATTEN, Lyndhurst, N. J.
- Sixth prize, 7.50—FRANK STUHLMAN, Vernon, N. Y.
- Seventh prize, 7.50—MISS ADDIE M. BROYLES, R. D. 6, Box 57, Hendersonville, N. C.

### Four Prizes of \$5.00 each to:

J. A. CAMPBELL, Fort Spring, W. Va.  
MISS KATE THOMAS, Hodgenville, Ky.  
MRS. D. E. FOSTER-HORTON, R. D. 2, Box 44, Middlefield, Ohio.  
MRS. H. KNIGHT, Peoples, N. C.

### Eight Prizes of \$2.50 each to:

REV. G. H. A. MURRAY, Danville, Quebec, Canada.  
ALBERT P. TAPLEY, 22 Cornell St., Springfield, Mass.  
C. W. WOOD, 115 Fremont St., Elyria, Ohio.  
JOS. GARRISON, Bloomsburg, Pa.  
MRS. CYRUS TEAL, Wooler, Ont., Canada.  
MRS. LORENZO STILWILL, LaGrande, Oregon.  
WM. W. FOUST, Barnegat, N. J.  
JOHN F. BINGMAN, 1235 Irving St. N. E. Washington, D. C.

# Award of Prizes on Burpee's "Giant-Podded" Pole Lima Bean.

One Hundred Prizes of \$1.00 each to:

F. A. HARRIS, JR., R. D., Niantic, Conn.  
 MISS L. RABE, R. D. 1, Malvern, Pa.  
 G. W. CAMPBELL, Pendleton, Ind.  
 ULYSSES R. PERRINE, 150 Jefferson Avenue, Detroit, Mich.  
 MRS. J. H. CONGER, LaJunta, Col.  
 HARRY W. SNYDER, 6 Harrison St., New York, N. Y.  
 JULE WADDLE, Romney, W. Va.  
 MRS. ZACH. CHANDLER, La Grande, Oregon.  
 C. F. CASE, Care of Jewell Belting Co., Box 1374, Hartford, Conn.  
 REV. C. L. NOSS, Manor, Pa.  
 J. M. LIGHTELL, 512 N. 8th St., Coshocton, Ohio.  
 F. C. MENAUGH, Williamstown, Ky.  
 H. WYNDHAM QUIN, Rockburn Farm, Rectortown, Va.  
 D. LOUIS BODGE, Greenwich, N. Y.  
 MRS. ROBT. M. BEACH, Box 168, Franklin, N. Y.  
 MRS. A. E. PERRY, 500 Tatem Ave., Collingswood, N. J.  
 MRS. W. A. REGAN, Hatton, Ark.  
 MRS. G. E. NICHOLS, R. D. 5, Ravenna, Ohio.  
 CHESTER WIEDERICH, Nanticoke, Ont., Canada.  
 WM. J. SANDO, Office of Farm Management, Department of Agriculture, Washington, D. C.  
 GEO. O. DAVIS, R. D. 13, Lonestan, Ill.  
 P. M. HICKS, Avondale, Pa.  
 W. B. OSBORN, Carrollton, Ill.  
 MRS. G. H. T. BABBITT, 340 Grove St., Chicopee Falls, Mass.  
 WM. MCMORRAN, Fox Lake, Wis.  
 WALTER TEAL, Box 43, Wooler, Ont., Canada.  
 H. L. BONTA, Burgin, Ky.  
 MISS MYRTLE ORCUTT, Arcola, Ill.  
 M. L. BROWNELL, Box 199, Galva, Ill.  
 LEWIS SUMMER, R. D. 6, Ann Arbor, Mich.  
 ELLERY C. BATES, Beechwood, Mass.  
 BRINTON W. JACOBS, R. D. 1, Malvern, Pa.  
 E. F. WICKHAM, Iowa City, Iowa.  
 MRS. F. H. CLARKE, 80 Wheeler St., West Orange, N. J.  
 MISS NELLIE M. JONES, Hillsdale, N. Y.  
 MARY E. SHINN, Mt. Washington, Ohio.  
 MARTIN ROOTS, R. D. 5, Box 8, Maryville, Mo.  
 THOS. C. STRAUS, Peekskill, N. Y.  
 A. S. CHRISTENSON, Dodge Center, Minn.  
 ROBT. C. GRUBER, Spring City, Pa.  
 W. A. FERRY, Jefferson, Ohio.  
 MRS. HARRY VAN BRUNT, 692 Broadway, Long Branch, N. J.  
 MRS. M. J. REVELT, Hammonont, N. J.  
 MARY S. WILSON, Plains, Pa.  
 HARRY N. HOLMES, Earlam, Indiana.  
 F. S. MOORE, 728 Furman St., Rockford, Ill.  
 IDA A. MELLE, McLean, N. Y.  
 H. J. SUMERS, R. D. 1, Zanesville, Ohio.  
 P. ALLEN CLOUD, London Grove, Pa.  
 D. F. MARTIN, 509 Mowbray Arch, Norfolk, Va.  
 MRS. M. K. GANTZ, 503 West Main St., Troy, Ohio.  
 JENNIE SAUNDERS, Lees Summit, Mo.  
 F. A. BERNHARDT, Fort McCoy, Florida.  
 WALTER J. AUSTEN, 108 Lauriat Ave., Dorchester, Mass.  
 E. S. CROSLAND, 624 Holly Ave., Winston-Salem, N. C.  
 HAMILTON DEGRAU, Watervliet, N. Y.  
 JACOB ECHTERNACHE, 609 2nd Ave., Sterling, Ill.  
 MISS CECILIA C. ANDREWS, 475 Lyceum Ave., Roxborough, Philadelphia, Pa.  
 MRS. R. C. ORR, Carr's Hill, Athens, Ga.  
 ELAM RESH, Bird-in-Hand, Pa.  
 MRS. N. A. TROUT, Hatton, Ark.  
 WM. PAPE, R. D. 32, New Canaan, Conn.  
 MRS. C. M. CARTER, Belcher, Ark.  
 JESSE TRAYER, 231 Cumberland St., Brooklyn, N. Y.  
 MRS. ROBT. DYER, Ferguson, Ont., Canada.  
 R. R. CORSON, 902 35th St., Richmond, Va.  
 ISAAC S. BETTS, New Britain, Pa.  
 B. H. LYON, Warren, Wash.  
 ANNIE LEWIS KELLEY, Acotink, Va.  
 GEORGE POPE, Woodstock, Oregon.  
 MRS. JOHN C. HAMMER, 839 Belmont Ave., Lynchburg, Va.  
 CHAS. BENDALL, The Gardens, Remenham Lodge, Henley-on-Thames, England.  
 MOSES H. KELSEY, R. D. 2, Salisbury, Vt.  
 MRS. J. S. DONELSON, R. D. 2, Box 88, Delavan, Ill.  
 JESSE CLOUD, London Grove, Pa.  
 HARVEY JEWELL, Cromwell, Conn.  
 GEO. H. PASSEY, Mamaroneck, N. Y.  
 THOS. C. ROBERTS, Box 88, Rutledge, Mo.  
 M. McNEILL, Box 14, Melbourne, Ont., Canada.  
 MRS. EMMA DURFEE, Newark, N. Y.  
 AUG. J. NIELSEN, 52 Carolina St., Charleston, S. C.  
 HORACE M. ANKENY, R. D. 10, Xenia, Ohio.

Award of \$1.00 Prizes,—continued.

F. M. BABBITT, 1062 Pennsylvania Ave., Columbus, Ohio.  
 C. G. ADDISON, Springfield, Md.  
 HENDRICK VAN CLEEF, JR., Box 16, Cliffwood, N. J.  
 D. H. TEETER, Union City, Indiana.  
 JAMES D. FOLEY, R. D. 4, Station A, Washington, D. C.  
 JAMES H. TOWNSEND, Morley, Mich.  
 JOHN P. McDONALD, Sale Creek, Tenn.  
 GEO. MARTIN SHEPHERD, 1105 N. Main St., Brookfield, Mo.  
 FENTON E. WELLER, 115 N. Elmira St., Athen., Pa.  
 T. J. STEED, R. D. 6, Buena Vista, Ga.  
 W. IRVING LINCOLN, North Scituate, Mass.  
 ALFRED CRUTS, Light, Mo.  
 SAMUEL H. LOMAN, R. D. 2, Nassau, N. Y.  
 F. R. KNIGHT, R. D. 4, Box 36, Sanford, N. C.  
 W. B. GERMAN, R. D. 3, Benton, Pa.  
 ARTHUR HILBERT, Plains, Pa.  
 R. W. PEIRCE, Audubon, N. J.

## First Prize Report.

H. H. CONOVER, Delafield, Wis., October 10, 1910, writes: My experience the past season with your *New Giant-Podded Lima Bean* justifies fully all the claims you have made for it. The climate of the greater portion of Wisconsin is ill adapted to the raising of any long season tender product. This year we had a killing frost the first part of June and a light one the first of September. Last year (1909) fully half my crop of "*King of the Garden*" was lost by killing frosts early in the fall; also severe summer droughts prevailed and this year the worst dry spell in the memory of the oldest inhabitant almost wrecked every garden not irrigated. From the first part of June until the middle of August the drought was unbroken except by three or four showers aggregating less than an inch of water. Hence lima beans are not raised in great quantities. As far as my knowledge goes the demand is far in excess of the supply. These facts are stated because this year I planted your *New Giant-Podded, Seibert's Large Early and Henderson's Early Leviathan* more than a week after our last hard frost June 11th and all three varieties were simultaneously picked for the first time August 18th, no irrigation being practised. This proves that the "*Giant-Podded*" is as early as the earliest and, still more important, that it is admirably adapted to a short season climate. As regards size—*largeness* is the word which characterizes this bean—the vines, the pods, the beans, the number of beans in the pods, the number of lateral shoots and of clusters producing joints, everything except the leaves which compare in size with other varieties. Under these conditions of growth the yield obviously is enormous. With regard to quality it is impossible to give these limas their due measure of praise without seeming to use flattery, for no one expects a great big bulky vegetable to possess the fine and delicious flavor of a less pretentious sort. Yet here is a bean which not only cannot be approached in size, but also cannot be excelled in quality by any other variety. In delicacy of flavor they are the equal of the "*King of the Garden*," what more can be said? And hence my experience proves that from the standpoints of earliness, adaptability to a short season and exceedingly dry climate, size, yield and quality you have the lima bean de luxe.

## Earlier and Larger than King of the Garden!

W. W. MARTIN, Brookfield, Mo., September 26, 1910, writes: *Burpee's New Giant-Podded Pole Lima* is not only a wonder but a revelation. It is hard to believe without seeing them that pods of such gigantic size containing beans of such generous proportions can be produced. The rapidly growing vines, which are very prolific, soon covered the wire on which I trained them, making a dense screen with their foliage, from which stood out clusters of enormous pods, most of them over seven inches long and nearly two inches wide, containing beans of immense size (four of them from a single pod measuring six inches in length, the single beans being an inch wide). At this writing the vines are loaded with pods and blossoms from the ground up. It is the largest bean in every way I ever saw, and I have grown all the best ones including *Leviathan* and *King of the Garden*, it being fully twice as large as either, as early as *Leviathan* and earlier than *King of the Garden*, and better than either. It is the admiration and wonder of all who have seen it. The flavor is all that could be desired, rich, buttery, delicious; customers who buy it on the market will not have any other kind. If Burpee had never introduced any other novelty, this "*Giant-Podded Pole Lima*" would make him famous.

# Burpee's Fordhook Favorite Bush Bean.

Offered in Burpee's Annual for 1910 as White-Seeded Stringless Green Pod.

In 1906 we received from Mr. JOHN W. DAILY, Falling Waters, W. Va., a sample of this bean, and as to its merits Mr. Daily wrote most enthusiastically. In the trial grounds at FORDHOOK FARMS we were very well pleased with the row planted, and in 1907 purchased all the seed Mr. Daily had. We kept the seed at FORDHOOK FARMS for a couple of years, and what we produced there was sent to one of the best bean-growing localities in the United States. The "*White-Seeded Stringless Green Pod*," as it was then known, produced but a very few plants bearing pods with any sign of strings. In fact, all the pods were very nearly absolutely stringless. A few years' selection soon gave us a stock of which all the pods were absolutely stringless. At Fordhook, the past fall, while going over the names submitted in competition for our prize, we were very favorably impressed with the name FORDHOOK FAVORITE, suggested by two of our customers, especially as the bean since 1906 has been a great favorite at FORDHOOK FARMS, and on account of its quality could not find among the many names suggested any that seemed to fit the variety so well as the one selected.

## Award of Prizes on Burpee's White-Seeded Stringless Green-Pod Bush Bean, now called Fordhook Favorite Bush Bean.

### \$100.00 for Name.

The name which we decided to adopt (*Fordhook Favorite Bush Bean*) having been submitted by two contestants we divided the prize,—awarding \$50.00 each to  
Mrs. J. G. FISH, Carpinteria, Cal.  
Miss EVA M. CARTER, R. D. 1, Tonganoxie, Kansas.

### For Postal Card Reports.

First prize, \$25.00—W. M. MARTIN, Brookfield, Mo.  
Second prize, 20.00—Mrs. EMMA DUFFEE, Newark, N. Y.  
Third prize, 15.00—H. B. McCONNELL, Cadiz, Ohio.  
Fourth prize, 10.00—Chas. G. ADDISON, Springfield, Md.  
Fifth prize, 10.00—Aug. J. NIELSEN, 52 Carolina St., Charleston, S. C.

### Five Prizes of \$5.00 each to:

REV. C. C. SMITH, 25 S. Ashby St., Atlanta, Ga.  
HARVEY JEWELL, Cromwell, Conn.  
JNO. T. TEAT, Cardington, Ohio.  
JAMES M. BONNER, R. D. 2, Box 70, Morrison, Tenn.  
Miss SALLIE WILY, R. D. 1, Leesport, Pa.

### Ten Prizes of \$2.50 each to:

Miss ADDIE M. BROYLES, Box 57, Hendersonville, N. C.  
M. I. BROWNELL, Box 199, Galva, Ill.  
Mrs. WM. HAND BROWNE, JR., 1413 Hillsboro St., Raleigh, N. C.  
J. S. S. POWELL, Falls City, Oregon.  
ARBIE ISENHOUR, Whitestown, Ind.  
MILES J. BARNES, 604 2nd Ave., West Haven, Conn.  
G. H. WILLIAMS, 603 Linden Ave., Pullman, Wash.  
Mrs. NANNIE A. TROUT, Hatton, Ark.  
FRANK STUHLMAN, Vernon, N. Y.  
MALISSA DAILEY, R. D. 1, Neosho Rapids, Kansas.

### One Hundred Prizes of \$1.00 each to:

CHAS. JAS. FOX, 34 Elmwood Ave., South London, Ont., Canada.  
REV. G. H. A. MURRAY, Danville, Que., Canada.  
Mrs. LORENZO STILWILL, La Grande, Oregon.  
D. McCLEW, Napanee, Ont., Canada.  
HARRY F. CROSS, Hingham Centre, Mass.  
O. E. FULTS, R. D. 2, Washington C. H., Ohio.  
KURT LORENZ, Pinole, Cal.  
J. W. MOORE, Equality, Ill.  
Geo. S. KLECKNER, 231 S. Whitfield St., Nazareth, Pa.  
ROBERT N. LISTER, Hillside Terrace, Belmont, Mass.  
JAMES H. TOWNSEND, Morley, Mich.  
THOS. C. ROBERTS, Box 38, Rutledge, Mo.  
Mrs. C. D. LERCH, Mount Crawford, Va.  
J. R. LAWRENCE, Locust Valley, L. I., N. Y.  
H. ERNEST HOPKINS, R. D. 33, Conneautville, Pa.  
J. EDWIN REEVES, Carl, Okla.  
JOHN W. DAILY, Falling Waters, W. Va.  
Mrs. C. B. KENNEDY, Sacket Harbor, N. Y.  
G. W. CAMPBELL, Pendleton, Indiana.

### Award of \$1.00 Prizes,—continued.

F. A. ROBINSON, 32 Wildwood St., Winchester, Mass.  
Mrs. HATTIE KNIGHT, R. D. 4, Box 36, Sanford, N. C.  
Mrs. LAWRENCE LEWIS, Lake Ave., Govans, Md.  
THOS. R. URMSTON, Station K, College Hill, Cincinnati, Ohio.  
Mrs. CYRUS TEAL, Wooler, Ont., Canada.  
Miss L. RABE, R. D. 1, Malvern, Pa.  
JOHN F. BINGMAN, 1235 Irving St., N. E., Washington, D. C.  
O. K. BYERLY, Box 275, Easton, Md.  
CHESTER WIEDERICH, Nanticoke, Ont., Canada.  
Mrs. H. E. PRESTON, Carpenter, Wyoming.  
Mrs. N. M. LEVENS, Glendale, Oregon.  
Mrs. W. A. REGAN, Hatton, Ark.  
FRED M. LYON, Pontiac, Ill.  
Mrs. H. E. BELL, Warren, Texas.  
H. J. SUMERS, R. D. 1, Zanesville, Ohio.  
JACOB HIGEL, Covington, Indiana.  
Miss JOSEPHINE A. LYON, 159 Farwell Ave., Milwaukee, Wis.  
J. J. S. RUMBARGER, Adamsville, Ohio.  
W. B. MALLORY, Lendox, S. D.  
Mrs. H. W. MANNING, Eureka, Kansas.  
Mrs. JACKSON CADY, Indian Orchard, Mass.  
ALFRED CRUTS, Light, Mo.  
ELLEN M. HINDS, Sagamore Beach, Mass.  
ISABEL C. MITCHELL, Fergus, Ont., Canada.  
REEVES D. BATTEN, Lyndhurst, N. J.  
SARAH C. WATERMAN, 234 1st St., S. E., Washington, D. C.  
R. E. DEWEY, Box 512, De Soto, Mo.  
WALTER C. PEIRCE, R. D. 3, Troy, Ohio.  
Miss MARY W. SILVER, Darlington, Md.  
DR. A. S. WARTHIN, 1020 Ferdon Road, Ann Arbor, Mich.  
J. W. RAWLINSON, 433 Helen Ave., Detroit, Mich.  
F. W. BICKNELL, Linville Falls, N. C.  
HUGH C. WILSON, 1328 Main St., Peekskill, N. Y.  
Mrs. J. H. CONGER, R. D. 1, La Junta, Colo.  
CHAS. OSBORNE, Copemish, Mich.  
W. M. McMORRAN, Fox Lake, Wis.  
J. O. GABRIEL, R. D. 2, Allentown, Pa.  
PETER D. MACKINTOSH, Hopkinton, N. Y.  
REV. GRANT L. MUNSON, Otisco, N. Y.  
Mrs. J. M. HOOVER, 1303 McKenzie Ave., Bremerton, Wash.  
Geo. E. WHITE Andover, Conn.  
Mrs. MARY E. HINDS, Sagamore Beach (Cape Cod), Mass.  
Mrs. MORRIS VOUGHT, R. D. 15, Rome, Pa.  
W. E. MARTIN, 317 Gibson St., Canandaigua, N. Y.  
C. W. JOHNSTONE, Dawson, Ga.  
Mrs. WALTER JADWIN, Box 238, Marionville, Mo.  
MARIA E. HAWKINS, Box 178, Highlands, N. C.  
MOSES H. KELSEY, Salisbury, Vt.  
Geo. L. COOK, 502 Adams St., Dorchester, Mass.  
H. M. MARSH, M. D., Danville, Ky.  
REV. E. S. ANNABLE, Troy, Pa.  
F. A. JORDAN, 2114 Brady St., Davenport, Iowa.  
REV. G. WM. MILLAR, Wrightsville, Pa.  
DAVID MITCHELL, Fergus, Ont., Canada.

# Award of Prizes on Burpee's White-Seeded Stringless Green-Pod Bush Bean.

Award of \$1.00 Prizes,—continued.

AMANDA STOLTZ, R. D. 1, Junction City, Ohio.  
H. M. GREENING, Rudd, Iowa.  
MRS. MARTHA P. SALSMAN, Wollaston, Mass.  
MRS. J. C. BOWMAN, 519 N. James St., Lancaster, Pa.  
C. L. IRELAND, Eddystone, Ont., Canada.  
MRS. DAISY H. WOODS, Austinburg, Ohio.  
GEO. C. NEWMAN, 3302 University Ave., Des Moines, Iowa.  
M. MCNEILL, Box 14, Melbourne, Ont., Canada.  
C. F. COPELAND, Stoughton, Mass.  
MRS. HARRIET CLARK, Knoxville, Mich.  
MRS. RALPH WARD, Lansing, Mich.  
FENTON E. WELLER, 115 N. Elmira St., Athens, Pa.  
CORA GOTTSCHALK, Bunker Hill, Ind.  
H. H. CONOVER, Delafield, Wis.  
GEO. MARTIN SHEPHERD, Brookfield, Mo.  
WALTER TEAL, Box 43, Wooler, Ont., Canada.  
IDA A. MELLEN, McLean, N. Y.  
A. L. SMITH, 383 2nd Ave., Wauwatosa, Wis.  
RUBY HUDKINS, Flemington, W. Va.  
W. H. FOWLER, 793 Iglehart Ave., St. Paul, Minn.  
JOHN J. HESS, R. D. 4, Box 46, Mechanicsburg, Pa.  
MISS IDA L. WALKER, R. D. 4, Golden City, Mo.  
MISS LILLIE NORLING, Janesville, Wis.  
MRS. JAMES MEABON, R. D. 1, Grand Valley, Pa.  
MRS. J. L. COLTRANE, R. D. 3, Stockport, Iowa.  
MISS E. MYRA MEADE, Quaker Street, N. Y.  
W. R. HALLIDAY, Hoboken, N. J.

## First Prize Report.

W. W. MARTIN, Brookfield, Mo., September 8, 1910, writes: *Burpee's White-Seeded Stringless Green-Pod Bean* is undoubtedly the very best bush bean ever introduced by anybody. The bushes grow about a foot and a half high and remain in a green condition a long time and are filled with long, almost perfectly round, green, tender, brittle pods containing no strings or fibre and are entirely free from rust. They are of the finest flavor, rich, meaty and juicy and contain six, seven and eight of the largest snowy white beans I ever saw. The pods are about one-half inch through each way and will average six inches in length (some are longer, very few are shorter), in fact, on the bushes they appear to be all of one size. *It has the longest picking season of any bean I ever planted*; matures almost as soon as *Burpee's Stringless Green-Pod*, but is more prolific, both pods and seeds being larger and while there is more to pick from it takes less to make a mess for table, or to fill a basket for market, consequently, a smaller planting will go further than a larger planting of other varieties. Will make an excellent seller on account of its size and an excellent shipper on account of its firmness and solidity, the white beans making it an excellent winter bean. In fact, it is the acme of bean culture.

## Absolutely Without a Fault.

CHAS. G. ADDISON, Springfield, Md., October 1, 1910, writes: Compared with the original "*Stringless Green-Pod*" *Bush Bean* this new variety is quite perfect, almost as early and longer in bearing—indeed it might be called perpetual, as vines from seed planted in May are still yielding young pods. They were ready for the table in seven weeks from planting, and furnished a bountiful supply throughout the season. On August 5th I gathered some of the ripe seed and planted them for second crop. These were ready for canning by the 20th of September, and are now (Oct. 1st) yielding abundantly. *It is a bean absolutely without a fault.* It is round, thick and meaty; cooks tender and fine flavored. It has more excellent qualities to recommend it, both for the home garden and the trucker, than I have found in any other bean after 40 years' experience, and being white seeded lends an additional value to this unique new bush bean for 1910.

Of a Rich Delicious Flavor.

MRS. EMMA DUFFEE, Newark, Wayne Co., N. Y., September 12, 1910, writes: I find *Burpee's White-Seeded Stringless Green-Pod Bean* of sterling merit, embracing all the important features and qualities requisite in a first-class bean. Plants bear early and through a long season with marvelous prodigality, and are such remarkable sturdy growers that in consequence both pods and foliage are immune from rust, mildew, etc. A few seeds given me for trial, planted May 18th were ready for use in thirty-six days. Plants were of bushy growth fully twenty inches in height, having no tendency to vine, carrying well above ground pods nearly seven inches long, almost round, in clusters of four to six, and remarkably straight and uniform in size and shape, with no culls. The foliage is sufficiently luxuriant enough to shelter pods from hot sun, thus rendering them exceptionally succulent, brittle and absolutely free from any trace of string or membranous lining at all stages of growth into maturity. They are very fleshy, cooking tender and melting with a rich delicious flavor, and retaining to a remarkable degree their rich green color. In addition to its many merits as a snap bean it is excellent shelled either in green or dried state, the seed being white. *Pods are quite slow in passing from snap to shell bean state and also hold their fresh appearance a long time after being gathered.*

## It Meets all Requirements.

H. B. McCONNELL, Cadiz, Ohio, writes: I planted a packet of *Burpee's White-Seeded Green-Pod Bush Bean*, and from the time it first appeared above the ground I saw that it possessed a decided individuality in regard to foliage and vitality. I planted the packet rather late, but from July 15th to this date, October 10th, the vines have yielded an abundance of large, meaty beans of superior quality. To-day, while all the other vines of bush beans have long since gone to the compost heap, the row of this grand new bean looks like a small green hedge growing in my garden, and it now is blossoming and has pods of all sizes on it up to eight inches in length and one-half inch broad and two inches in circumference. I once thought its fine growth was due to a favorable location in my garden, but am now convinced that Burpee has the bush bean that meets all requirements.

## Simply Superb.

AUG. J. NIELSEN, 52 Carolina St., Charleston, S. C., October 3, 1910, writes: A packet of your new *White-Seeded Stringless Bean* was planted in my garden at the same time with several other varieties of the best snap and wax sorts. No fertilizer was used, but the ground had been manured for the early tomatoes which preceded the beans. From the very beginning the new bean made a vigorous growth, each plant having large healthy leaves and presenting a bright, clean appearance, resembling your *Burpee's Stringless Bean* more than any other. The bushes were well set with pods which look very much like the cut in the FARM ANNUAL for 1910. But no picture can do justice to the *thickness of the pods*, nor to the *solidness of these—they are simply solid meat through and through,—nor to the so much desired brittleness when "snapped," nor to the absence of strings.* I picked a handful of pods and handed them to the better half of the house, asking her to snap them and express her opinion. She did so and exclaimed: "*They are simply superb; I never saw anything so solid before.*" These beans are certainly a most valuable contribution to our list of new vegetables and one that will be immensely popular as soon as known. The white seed will also be a factor in making it popular with many.

Every American Planter knows that

# Burpee's Seeds Grow!

BUT—do YOU know *why* they are the Best Seeds that can be grown for planting in 1911? Our address is **W. ATLEE BURPEE & CO., Burpee Buildings, Philadelphia.** Send us *your address*, and we shall mail, without cost, a copy of THE LEADING AMERICAN SEED CATALOG FOR 1911, a bright New Book of 174 pages that tells The Plain Truth About THE BURPEE-QUALITY SEEDS.



*In this Rebus will be found a Name that is widely and favorably known.  
We hope that this same Name may become a household word also in your family!*

The first is Burr, the next is Pea,  
Which here doth singly stand;  
Unite them both and you will see  
Best Seedsman in the land—BURPEE.  
—John Hurley, Fort Worth, Texas.

I sought and found a lovely bough,  
Where Burrs and Peas grow in a row;  
I saw, just peeping from the same,  
Our BURPEE's own familiar name.  
—Mrs. B. M. Grigsby, Winchester, Va.

**One Thousand Dollars** in Cash (including \$250.00  
First Prize for a letter of not  
more than two hundred words) will be paid for the best Explanations of  
“The Reasons Why,”—

1876  
1911  
*Burpee's* is the Largest Mail-  
Order Seed Trade  
in the World (WB) (WB)

The money will be distributed as follows: First Prize, \$250.00; Second Prize, \$100.00; Third, Fourth and Fifth Prizes, \$50.00 each; ten Sixth Prizes of \$25.00 each and ten Seventh Prizes of \$10.00 each, followed by thirty prizes of \$5.00 each for the next best letters,—making in all fifty-five prizes, amounting to one thousand dollars (\$1000.00).

You can take time to consider “The Reasons Why,”—as the contest does not close until July 31, 1911. Think over your own experiences, talk with your neighbors about the products of BURPEE'S “SEEDS THAT GROW,” study our methods, as explained by well-known horticultural writers in this THIRTY-FIFTH ANNIVERSARY SUPPLEMENT and write us briefly,—a letter of not more than two hundred words. The First Prize article will be paid for, consequently, at the rate of *more than ONE DOLLAR A WORD*.

Each letter must be headed “**For Prize Contest**” and contain no other matter whatever, although it may be enclosed in the same envelope with another letter or order. All letters in competition will be filed until **July 31, 1911**, when awards will be made and prizes paid as soon as the Judges can come to a decision. Our friends, the Editors of three most widely circulated leading American Agricultural and Horticultural papers, have kindly consented to act as Judges. They are: WILMER ATKINSON, *The Farm Journal*, Philadelphia; H. W. COLLINGWOOD, *Rural New Yorker*, New York, and P. V. COLLINS, *The Northwestern Agriculturist*, Minneapolis, Minn. Every competitor is thus assured that awards will be made impartially,—free from any possible personal prejudice.

The competition is open to all,—whether customers of ours or not,—*excepting only our own employees and their families.*

*Wm. Burpee & Co.*

# THE REASONS WHY.

(NOT FOR PRIZE CONTEST.)

1. On page 75 of the Annual for 1911 will be
2. found the main reasons why the house of Burpee is
3. to-day the world's largest in the mail-order seed trade.
4. W. Atlee Burpee is not and never has been in
5. business "merely to make money." From the very beginning he
6. has loved his occupation, gloried in his flowers and plants
7. and reveled in his seeds. This deep interest breathes from
8. every page of the Annual and passes on to every
9. reader. It gives the book a soul. Furthermore, he has
10. bound his customers to the name of Burpee by absolute
11. fair dealing, by generous treatment in filling orders, by an
12. intuitive knowledge of their wants, by a determination that they
13. shall have the newest and best. For years he has
14. lived amidst his seeds, near to the soil and near
15. to nature's heart. The Annual is written where it is
16. possible to turn and glance over acre after acre of
17. rolling fields, here crimson with some glorious flower or there
18. golden with some ripening grain. Yes, "Burpee's seeds are grown
19. by Burpee." Yes, "Peas are Scarce"—but Burpee's customers know
20. little of it. Yes, really, Burpee's "business is his pleasure."

CHARLES F. JENKINS, *Philadelphia.*

**A New Year's Greeting!** On the last day of the old year (1910) we had the pleasure of receiving at FORDHOOK the bright essay printed above, accompanied by the following note—and no "New Year's Gift" was more welcome to the writer:

CHARLES FRANCIS JENKINS

1024 RACE STREET,  
PHILADELPHIA, PENNA.

Home 10 P. M.

*My dear Mr. Burpee:—*

Mr. Earl sent me an early copy of the Annual for 1911, and I spent nearly all the evening at home going over it. Like pea Number 731, it is "Burpee's Best." I have the farm fever very badly at the present time, which makes it all the more interesting.

I am enclosing my essay at answering your question "The Reasons Why"—not for any of the prizes, but just by way of appreciation for the pleasure I have had this evening.

Sincerely yours,

CHAS. F. JENKINS.

Dec. 30, 1910.

Mr. Jenkins is associated with Wilmer Atkinson,—who is one of the Judges, as announced on preceding page,—in publishing that popular paper THE FARM JOURNAL, which was founded in 1876—the same year we began business in Philadelphia.

It is only fair to publish his explanation of "THE REASONS WHY," as indicative of the interest that doubtless will be taken in this special Prize Contest for 1911. We only wish that instead of one thousand we had ten thousand dollars to distribute among those who may write explanatory letters which (unlike that of Mr. Jenkins) will be sent in competition. One objection to offering prizes is that *all* deserving competitors can *not* win!





BURPEE'S "GOLD MEDAL" EXHIBIT IN THE R. H. S. HALL, LONDON, JULY 23, 1909.

**The Only Gold Medal of the National Sweet Pea Society ever won** by any growers outside of Great Britain was awarded to the American Firm of Burpee, at the great exhibition in London, July 23, 1909.

An immense amount of interest was taken in the very fine display made by Messrs. W. Atlee Burpee & Co., Philadelphia, America. The name suffices as a guarantee of excellence, and we can truly add that the excellence of the flowers staged was such as to uphold the fame of the American sweet pea specialists. . . . The splendid W. Atlee Burpee Cup, for a table of Spencer varieties, was once more annexed by Mr. Robert Bolton, Warton, Carnforth, with magnificent bunches.—*From THE GARDENERS' MAGAZINE, London, England, July 31, 1909.*

## Burpee's Seeds are Famous for their Prize-Winning Products.

Not only do the products of Burpee's Seeds win for our customers thousands of dollars annually at State and County Fairs, but also whenever exhibits have been made at International Exhibitions, we have received the highest awards.

At the TRANS-MISSISSIPPI and INTERNATIONAL EXHIBITION held at OMAHA in 1898, we received **Three Gold Medals**. At the PARIS EXPOSITION in 1900 we received the **Only First Prize on Sweet Peas** and a **Silver Medal** for photographs showing views of Trial Grounds, Seed Crops, and Seed Cleaning as conducted at FORDHOOK FARMS; these photographs were displayed by request of the United States Government, in connection with The Department of Agriculture. At the PAN-AMERICAN EXPOSITION, BUFFALO, 1901, we were awarded a **Silver Medal on Sweet Peas**, and all the other prizes on Sweet Peas were won with flowers raised from Burpee's Seeds!

At the WORLD'S FAIR, ST. LOUIS, 1904, the products of BURPEE'S SEEDS, together with our own growing exhibits, won **Two Grand Prizes, Three Gold Medals, and Four Silver Medals**. At the LEWIS and CLARK EXPOSITION, PORTLAND, OREGON, 1905, we were awarded the only **Gold Medal** for lawns produced by FORDHOOK FINEST LAWN GRASS and the only **Gold Medal** for growing display of Sweet Peas.

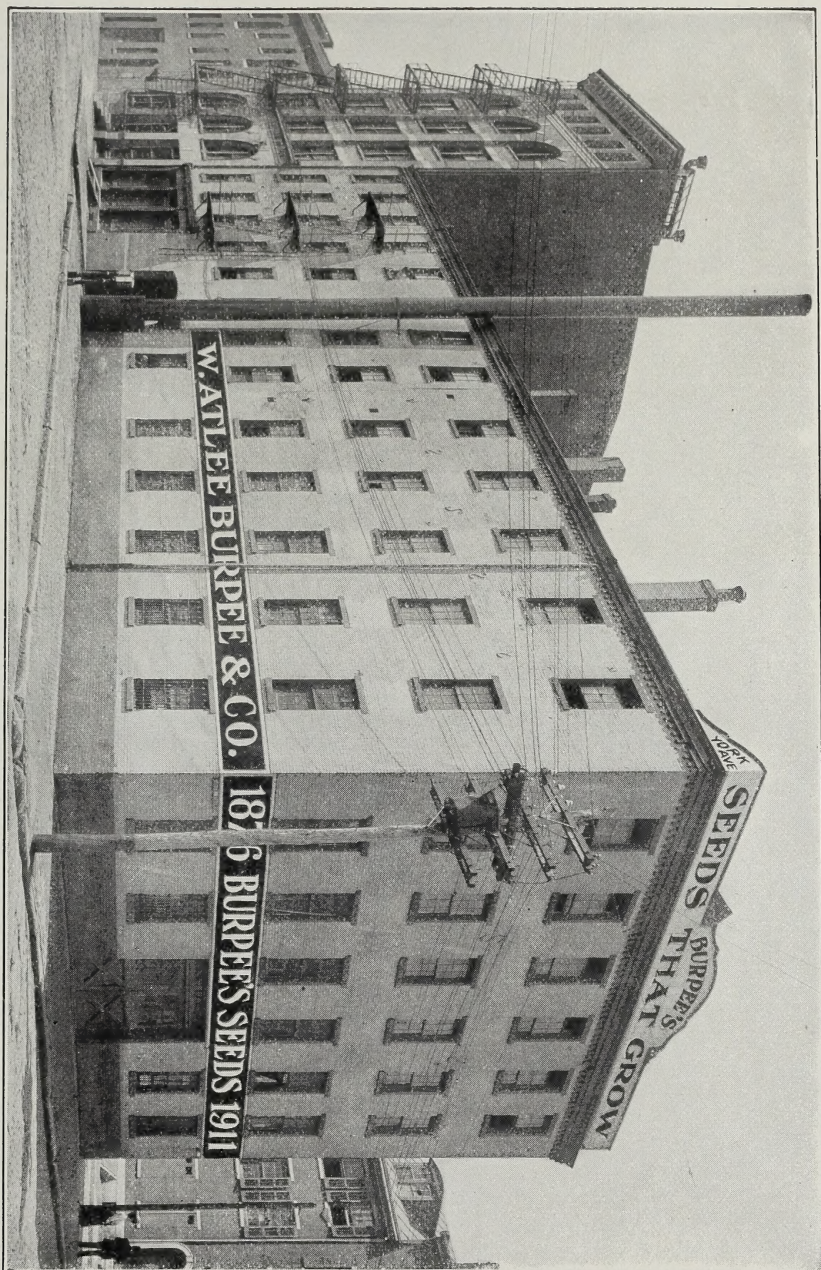
# Burpee, Philadelphia,

we shall be pleased to send THE LEADING AMERICAN SEED CATALOG. It tells the plain truth, and should be read by all who would have the best garden possible and who are willing to pay a fair price for seeds of the

is sufficient for the front of a post card. If you will write your own address plainly on the other side

An elegant book of 174 pages,

# Burpee-Quality



YORK AVENUE AND BUTTOWOOD STREET FRONTAGES OF THE BURPEE BUILDINGS, PHILADELPHIA  
 CITY HEADQUARTERS OF THE WORLD'S LARGEST MAIL-ORDER SEED TRADE  
 FIFTH STREET FRONTAGE OF THE FIRST (SEVEN STORY) BURPEE BUILDING IS SHOWN ON PAGE 1

The fact that the Burpee-Business is a record of continuous yearly growth is almost as much in evidence as the truth of the firm's famous motto that "Burpee's Seeds Grow." . . . Value for value must finally obtain in all transactions of successful business, and one reason why W. Atlee Burpee & Co. have had for many years the largest mail-order seed trade in the world is doubtless because they have always made **QUALITY** their first consideration.—From *The Florists' Exchange, New York, June 5, 1909.*



SWEET PEAS AT BURPEE'S FLORADALE FARM, LOMPOC, SANTA BARBARA COUNTY, CALIFORNIA, —from Photograph taken in June, 1910.